No.30.806 - 0

Friday March 31 1989

D 8523A

World News Bush urges

Moscow to mediate in Nicaragua

US President George Bush urged Soviet leader Mikhail Gorbachev to become involved in efforts to reach a peaceful settlement in Nicaragua. President Bush "would like to see the Soviet Union use its influence in Nicaragna to bring about a peaceful settle-ment to that situation," accord-

ing to White House spokesman

Marlin Fitzwater. Page 20

17.7

SOUTH AND THE PROPERTY OF THE

Land Day protest Israeli troops shot dead three Palestinians and at least 33 were reported wounded in the occupied West Bank and Gaza strip as Arabs on both sides of Israel's pre-1967 borders marked Land Day. Page 20

Shipyard dawn raid Nine thousand South Korean riot police conducted a dawn raid on strikers at the shinyard owned by Hymdai Heavy Industries to end a three-month stoppage. Page 6

Guatemaia siege Four-day stege at the maxi-

mum security El Pavon jail in Guatemala ended when prisoners and government officials reached a compromise on demands made by inmates.

Beigian security net Belgian police stepped up security around prominent mem-bers of the country's Moslem community after the shooting of two moderate Islamic clerics in an incident which may be connected to the "Satanic Verses" controversy. Page 3

EC Cyprus move Cyprus may follow on the els of Austria and Malta in applying for full membership of the EC. Page 3

iran-Moscow talks .. Dr Ali Akbar Velayati, Iranian Foreign Minister, flew to Moscow to try to strengthen ties with the Soviet Union.

Ankara Cabinet Turkey's new Cabinet was expected to be announced amid speculation over whether Mr Turgut Ozal, Prime Minister,

will call an early general elec-tion following local election eats. Page 2 Solidarity talks

Solidarity, banned Polish trade union, had still not agreed basic issues in talks with the Government on Poland's future and had doubts that negotia-tions would end as planned

on April 5, according to Adam Michnik, a senior adviser. **Activists** quit Six black South African activ-

-

ists who sought refuge in the British embassy in Pretoria left the building under considerable pressure from the embassy staff. Page 7

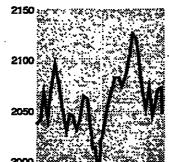
Cancer campaign **European Commission stepped** up its battle against smokingrelated cancer by tabling a plan to curb tobacco advertising and to force remaining licity to carry health warn-

FINANCIAL TIMES The Financial Times has moved. Our address is: Num-ber One, Southwark Bridge, Landon SE1 9RL Our telephone number is 01-873-3000. Editorial fax numbers are 01-407-5700, 01-878-3076 and, for Company News, 01-873-3074. The Telex number is 922186.

Profits at Deutsche Bank climb to DM3.1bn

Germany's biggest bank, climbed 11.7 per cent to DM3.1bn (\$1.657m) last year in a marked recovery from the depressed level posted after the 1987 stockmarket crash. Announcing the results, third best in the bank's his-tory, Mr Alfred Herrhausen, its speaker (chief executive) defended the decision not to raise the dividend from DM12 a share. "We don't think we've reached a level which gives occasion to raise the dividend

FT-SE 100 index was down 22.3 points at 2049.4, just 1.6 points above its lowest level, after share prices closed sharply lower after a steep drop in the FT-SE 100 Index



Feb 1989 Mar afternoon inspired by the vul-nerability of the market to internal factors. London Stock

banking group, announced a 54 per cent rise in net profits last year to FFr2.65bn (\$418m), recovering strongly after 1987's stagnant earnings in the wake of the October stock market crash. Page 22

sultancy by Motif Action, French market research com-pany, exposed wide rift within the hoard of the UK design, public relations and market research group. Page 21

CFM International, joint venture of General Electric of the US and the French manufac turer SNECMA, announced that it has negotiated a \$1bn contract to supply USAir with as many as 250 CFM56-3 model jet engines. Page 4

FERRANTI, UK defence electronics group, is to shed 700 jobs at its Wythenshawe plant in northern England in a reorganisation of the company's computer systems group. Page

SAINT-GOBAIN, French glass and building materials group, said it is talking with Credit Lyonnais about acquiring the bank's 46 per cent interest in Sisa, Italian packaging materi-als concern. Page 22

STENA, Swedish ferry and property group which is cur-rently considering a bid for the Bermuda-based Sea Containers corporation, announced further acquisition plans say-ing it wants to buy Stoomvaart Maatschappij Zeeland, Dutch ferry company, for about SKr350m (\$54.8m). Page 22

PORSCHE, West German luxiderably. Page 22

GOLDMAN Sachs, US securities house, announced that a group of seven insurance companies had made a \$225m fixed return equity investment in the company, representing about 11 per cent of partners' capital. Page 24

FLETCHER CHALLENGE, New Zealand forest products and industrial group which has a large presence in British Col-umbis, is looking to expand its North American operations into eastern Canada or the US.

STOCK BIDICES

New York latest

MARKETS Austria

Credit Aktien Index 280 260 Jan 1989 Mar

INTEREST RATES: (9값) 3-mth Treasury Bills: yield: 9.274% (9.253) Bond: 97H

yield: 9.128% (9.112)

STERLING New York lab \$1,6850 (1,6905) FFr10,7725 (10,7950) Y223.75 (224.50) DOLLAR

SFr1.6530 (1.6455)

Y132.75 (132.85)

GOLD

2.284.09 (+2.57) 293.42 (+2.07) London FT-SE 190 2,049.4 (-22.3) World: New York Islant DM1,8909 (1.89425) 141.17 (Wed) Tokyo Nikkei Ave FFr6.3815 (6.3820) SFr1.6500 (1.65125) 32,826.13 (88.85) Frankfurt DM1.8930 (1.8915) FFr6.3925 (6.3650)

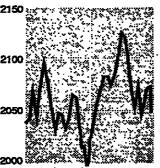
1,641.5 (+5.2) New York Jatest

Brent 15-dev (Argus) \$19.90 (+0.60) (April) \$20.625 (+0.62) (May)

Business Summary

GROUP partial operating profits at Deutsche Bank, West

yet". Page 21



Exchange, Page 37

PARIBAS, French investment

DAWN raid on Addison Con-

my sports car maker, said that profits picked up in the first half of its current financial year, although sales were down

CONTENTS

UK blocks leaked report on Fayed bid for Harrods

By David Watler in London

THE BRITISH Government yesterday blocked publication of a leaked copy of the Department of Trade report into the Egyptian Payed brothers' takeover of the House of Fraser

stores group in 1985.
In the latest extraordinary twist to the 12-year battle by Lornho, the multinational headed by Mr "Tiny" Rowland, for control of House of Fraser, the DET obtained as interesting the DTI obtained an injunction preventing Lourho from pub-lishing or disclosing or distri-buting copies of the report or any extracts.

The injunction was aimed at a special midweek edition of

sioned by the DTI in April 1987 after a long campaign by Lon-rho, was handed to Lord Young in last July. He has subsequently ruled

the Lonrho-owned Observer Sunday newspaper. The 15-page issue contained a series of that the report cannot yet be published. Lonrho, which first attempted a bid for House of extracts from the report by two Fraser in 1979, has gone to the courts to obtain publication and a reference of the Fayeds' takeover to the UK Monopolies

DTI inspectors.
Last night, Lord Young,
Trade and Industry Secretary,
demanded that Lourho pass to and Mergers Commission.

The fact that Lourho had him all copies of the report in its hands or those of the obtained a copy emerged at Observer.
The report into the circumstances of the Fayed's takeover of House of Fraser, commis-Lonrho's annual meeting in London yesterday. Sir Edward du Cann, chair-man, told shareholders that his

company had recently received "unsolicited and anony-mously" a copy of the report.

He described it as being more than 750 pages long, con-

taining 26 chapters and 8 appendices. It contained a "most careful analysis of the Fayeds' background, their com-mercial history, their sources of funds, their claims and their assertions"

Saying the report contained absolutely no criticism of Lonrho, he proceeded to detail some of the Inspectors' conclu-sions and demanded that the Fayeds be expelled from Britain. He also urged that the Royal Warrants for Harrods, the flagship store of the House of Fraser group, be removed at

once. Continued on Page 20



On the attack: Tiny Rowland at Lonrho's AGM yesterday

Exxon to cut US west coast deliveries after Alaskan oil spillage

By James Buchan in New York and Peter Riddell in Washington

EXXON, the US oil company which operates the stricken tanker that ran aground off the coast of Alaska on Friday, is to cut deliveries of crude oil to its main customers on the US west coast next month.

The oil slick left by the Valdez continues to spread, but yesterday the US Government declined to intervene in the clean-up operation. Exxon, which lifts about 18 per cent or about 350,000 bar-rels a day of the crude oil that

passes down from Alaska's North Slope to Valdez, said it had told six west coast refineries that it would be reducing deliveries of Alaska crude by 15-20 per cent in April. British Petroleum, the larg-est lifter of Alaskan crude oil, said that it was still hoping to maintain deliveries despite the five-day closure of the Valdez oil terminal in response to the

The company invoked force majeure as a reason for breaking its supply contracts. But RP America, which lifts fully 45 per cent of the pipeline's 2m b/d capacity, said it had not imposed force majeure and it was still evaluating its stock

As the giant oil slick contin-ued to spread south and west from the disabled Exxon Valdez aground in Prince William Sound, Exxon said it hoped to have all the remaining crude out of the vessel by the week-

Mr Les Rogers, a spokesman for Exxon's shipping subsidiary, said: We hope to have the lighterage completed by Friday." The company is then expected to try and patch the Valdez and tow it away.

But already some 240,000 barrels of crude oil have spread

over Prince William Sound, the site of a commercial fishery valued at as much as \$100m a The coast guard said that helicopter flights on Wednes-day had revealed patches of oil as far as 50 miles from the

Exxon, which was operating 10 skimmers to remove oil from the surface on Wednesday, has admitted that it had lost control of the slick.

guard said But President George Bush

said that the US Federal Gov-ernment would not take over the clean-up of the Alaskan ofl

Mr Bush made his decision after meeting senior officials who had visited the site of one of the worst environmental disasters in the country's his-

Following a White House meeting, Mr Samuel Skinner, US Transportation Secretary, expressed satisfaction with what was now being done to deal with the spilling of 10 mil-lions gallons of oil from the grounded tanker.

He said that he and other senior officials were now satis-fied that "after a somewhat slow start, the effort is going at

He believed that Exxon was doing all it could to address the problem, adding that the state authorities in Alaska and the Federal Government were working well together. Oil ministers' conference,

"It has spread to such a large area," Mr Rodgers said. Attempts to burn the heavily waterlogged oil appear to have Page 36 **US-Soviet joint venture accord** marred by Ford's withdrawal

By Quentin Peel in Moscow and John Griffiths in London

FIVE MAJOR US corporations yesterday signed a trail-blazing trade agreement in the Kremlin, but only after the event was tarnished by the last minnte withdrawal of the Ford Motor Company.

The deal will give the US

companies – Chevron, East-man Kodak, Johnson and Johnson, RJR Nabisco, and Archer Daniels Midland - spe-cial conditions for setting up joint venture production in the Soviet Union

Put together by the Mercator Corporation of New York, the American Trade Consortium (ATC) effectively guarantees its members remittance of any profits from joint ventures in hard currency, thanks to the oil export earnings expected from Chevron.

However, the last-minute decision of Ford not to participate – officially because it has "decided not to pursue a busi-ness venture in the Soviet Union at this time," removes the biggest name of all from

Ford had been involved in negotiations aimed at export-ing substantial quantities of European-built Scorpio and Granada executive cars to the Soviet Union, as a prelude to modernising a major vehicle plant at Gorky at which Scorpios and Granadas subsequently would be built. However, the "substantial" investment involved - ac-

Gatt's future on line

in farm trade talks

knowledged to be far larger than any of the other ventures being negotiated - would have required the Soviet Union to adopt "innovative" financial arrangements, Mr Philip Benton Jr, Ford Automotive Group's president, said last "Unfortunately, although there was progress, the framework of understandings reached so far...is not sufficient to make feasible a project of the scope and com-plexity of Ford's." Ford was "disappointed" but had with-

drawn in order not to impede the other companies involved, said Mr Benton. He refused comment on the precise reasons for the withdrawal, but they are under-stood to relate to the detailed framework for hard currency

Ford did not rule out further involvement in Soviet business at a latter date, "when the environment for doing business is better defined," said Mr

the overall deal would still open the way for some \$5bn to 10bn to be invested in the Soviet Union over the next 20

Mr Jim Giffen, President of Mercator and of the ATC, said

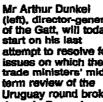
The agreement was actually signed between ATC and a Sovietconsortium, including the Ministry of Foreign Economic Relations, the Bank for Foreign Economic Affairs, the

Ministry of Finance, Gosplan (the state planning agency) and 23 other state enterprises. for joint ventures yet to be negotiated. Mr Giffen said there were some 25 joint ventu-reswhich would be proceeding in the coming months involved in food and food prod ucts, energy, medical pharma-ceutical and health care products, and other consumer

For the Soviet Union, and the ATC partners, the biggest attraction is that the agreement effectively creates its own zone of currency convertibility, by using the export earnings of Chevron to under-pin any profits that may be

At the same time the agreement provides special tax regulations, legal, accounting and employment rules, for its mem-bers. It has all been incorpo-rated in a special decree of the Soviet Council of Ministers. Mr Giffen said too much emphasis had been put on cur-rency problems. The key to the deal was assembling a "critical mass" of US business muscle

to negotiate the whole range of regulations. More liberal Soviet legislation on joint ventures announced in December, including permission for foreign partners to hold more than 49 per cent of the shares, was a direct result of the ATC negotiations, he said.



(left), director-general of the Gatt, will today Offic Spanish flotation of Repsol ... attempt to resolve four issues on which the Uruguay round broke down in December.

36 17 Arts Reviews World Guide

Spains Madrid's talks with Eta separatists Japan: Another taxing time ahead for politi-

Editorial comments An African blueprint; Cure for UK's transport congestion Lombard: Gradgrinds old and new

South Africa: Striking a false note ... Lex: House of Fraser, TSB; United Newspapers; Burmah ... 35 45 48 37 13

Financial Futures 44 36 Raw Materials 8-27 Stock Markets International bonds . 26-27 Intl. Capital Markets 26-27 Unit Trusts

Task force Milken tries to to probe Nigerian oil fraud

By Richard Donkin

INTERNATIONAL investigation has been launched to stamp out an escalating Nigerian oil fraud which is netting millions of dollars from unsuspecting dealers and disrupting trade for the multinational oil com-

The International Maritime Bureau, established by the International Chamber of Commerce to investigate mari-time fraud, has set up a task force to co-ordinate the investigation in response to an "alarming increase" in the frauds involving oil cargoes emanating from the Nigerian port of Bonni.

The companies, though not direct victims of the frauds, are concerned because details of their ships and cargoes are being used to perpetrate the crimes so that consignments often can be impounded in ports for days until ownership is settled.

of the documentation system used in oil sale transactions and an established payment method for international trade using bank-held letters of credit. The fraudsters send out a

series of telexes to potential buyers detailing specific ships and consignments about to leave Bonni, or in some cases already on the high seas. The oil is offered at perhaps \$2 or \$3 a barrel less than the mar-ket price.

An interested buyer can check that the ship and cargo are bona fide in any list of international shipping move-

ments. The owners, however,

Continued on Page 20

seizure of assets By Anatole Kaletsky in New York LAWYERS for Mr Michael Milken, the controversial head of high-yield securities at the Wall Street investment house of Drexel Burnham Lambert,

his assets in the wake of the criminal charges laid against him on Wednesday. In meetings with officials at the US Attorney's office in Manhattan, they were discussing the size of a large financial bond Mr Milken is expected to post with the courts.

were yesterday negotiating to avoid an immediate seizure of

Indicted by a New York grand jury on Wednesday night on 98 counts of fraud, insider trading and racketeer-ing, Mr Milken could face 20 years imprisonment and an unprecedented financial pen-alty of over \$1.7bn if found guilty on the two racketeering charges.
Mr Milken, who is on leave

ned to protest his innocence.
"In America, an indictment marks the beginning of the legal process, not the end," he said. "After almost 2% years of leaks and distortions, I am now eager to present all the facts in an open and unbiased forum."

The Racketeer Influenced

would permit the Government

to move immediately to freeze

of absence from Drexel, contin-

all Mr Milken's assets even hefore a trial began But officials at the US Attorney's office said yesterday they were unlikely to do this provided Mr Milken was willing to post a bond commensurate with the scale of the charges

avoid immediate

Prosecution officials also indicated they were still open ment with Mr Milken, despite the breakdown of plea bargaining talks held late last year. Mr Milken said he would not plead guilty to any charges and would be vindicated in the end.

His brother, Mr Lowell Milken, and one of his former associates, Mr Bruce Newberg, indicted on many of the same charges, also insisted they would do no deals. The essence of the charges against Mr Milken are that he masterminded at least 96 securities violations in 25 separate

financial transactions conducted by Drexel between 1983 and 1986. Many of these deals involved Mr Ivan Boesky, the disgraced Wall Street arbitra-The indictment also covered transactions conducted through Princeton/Newport Partners, a now-defunct investment firm which was charged

with racketeering last year.

In addition, Mr Milken and

his brother are said to have organised insider trading by

Drezel directly in cases involv-

ing Viacom and Lorimar, two

large entertainment compahave already agreed to plead guilty to most of the offences covered by the indictment. The that Mr Boesky was in effect a pawn in Mr Milken's criminal conspiracy with Mr Milken the main beneficiary from Drexel's crimes because of his \$1.7bn in salary and other remuneration Draconian law stirs bitter

THE MORGAN GRENFELL PEP MORTGAGE SCHEME

and with his own immense

Hard on the heels of the Chancellor's dramatic 'PEP budget' comes a mortgage where repayment is achieved through Personal Equity Plans (PEP's) investing in Unit Trusts. Unlike most other forms of Mortgage repayment it is free of all income and capital gains

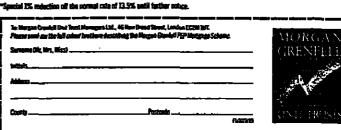
The Morgan Grenfell PEP Mortgage Scheme also offers:

Ex Lower repayments than most low cost endowments, unit linked endowments or repayment mortgages.

Potential for earlier capital repayment. ## A competitive interest rate of 12.5% (APR 13.3%) from Morgan Grenfelt*.

Very connetitive life assurance. The flexibility to settle accumulated capital against the loan to reduce interest

Loans are available from £25,000 to £200,000 or more. And there are many other features. For a full colour brochure describing this remarkable new mortgage repayment method return the coupon below or telephone 01-826 0123.



Last stop Belmullet, Co Mayo, for the Brussels gravy train

BELMULLET, in County Mayo, Republic of Ireland, is one of the most remote corners of Europe. To the west, the next parish is the Bronz in New York City. Dublin is 200 miles away to the

Only 10,000 people live in the area: the road to Belmullet winds through miles of desolate bogland. It is strikingly beautiful but lonely country. A doubling of EC structural funds between 1988 and 1993 is designed to help Mayo and other regions on the periphery

of Europe.
In advance of the removal of trade barriers in 1992, the Brussels planners want to assist such less-developed areas to overcome their handicaps. The Republic of Ireland has been classified as a less-developed or "Objective 1" region, due both to the fact that per capita income is only two-thirds the EC average and because unemployment, at 18 per cent, is among the highest in the Com-

The Irish Government has been optimistically predicting more than Ir£3bn (\$4.2bn) of



be brought up for export."

EC structural fund support in the years up to 1992. Mr Charles Haughey, the Irish Prime Minister, has talked of the golden opportunity such funding offers: "(An opportu-nity) to build a more efficient economic base on which we can strengthen and expand our EC funding will solve only some of the many problems in rural Ireland, says Kieran Cooke

nating structural weaknesses and deficiencies and overcom-ing the disadvantages of our position on the periphery of

Many people in Belmullet. and elsewhere in Ireland, are sceptical about seeing any benefits from increased structural funding. There is a widely-held belief that the Government will only disburse funds to projects it favours and local people will be given little choice in the allocation of the largesse from

Mr Tim Quinn is head of the local co-operative in Belmullet, serves on the County Council and is a member of the governing Fianna Fail party. "The Belmullet area is the most underdeveloped in Ireland. Sometimes I think the Dublin politicians and civil servants would be happy to see Mayo slide off into the Atlantic," says Mr Quinn. Mayo suffers from wide-

dren, like our cattle, be brought up for export." These were the words of Mr Eamon de Valera, one of the founders of the Irish state, in 1934. It is estimated that more than 70 per cent of students who fin-ished school in Belmullet last year have left. Much of the social fabric of the community has broken down. The hotel in the town square is long since boarded up. The local dance hall has closed. Mr Quinn thinks that struc-

tural funds might bring some benefits. But what needs more urgent attention is the plight of the small farmer. "There's been talk of propleasants and qualls. It's just a lot of poppycock invented by people far away with fancy ideas. What you've got to do is

spread unemployment. In recent years hundreds of people have left the area – moving to England or the US.

"No longer shall our chartele here the small farmer improve his lot. If not, emigration will continue and the more remote country areas will die."

Local government has little and the more remote country areas will die." power in Ireland. With no

domestic or farm land rates.

local authorities depend almost

entirely on Exchequer funding. The present Irish Govern-ment abolished regional devel-opment organisations in 1987. For purposes of structural fund applications, the country has been divided into seven regions. Working groups and advisory groups have been formed in each area and asked to submit a shopping list of local proposals. Critics say the Government is attempting to hoodwink Brussels into believ-ing there has been local partic-ipation in formulating regional

development plans. The working groups are all chaired by civil servants from the Department of Finance. There is no local say, the whole thing is a sham," says



Hanghey: Fighting "the dis-advantages of our position on the periphery of Europe."

Mr Ruari Quinn, a Labour Party member of the Dail.

Mr Albert Reynolds,
Ireland's Minister for Finance,
dismisses such charges. He
says there has been extensive consultation with local groups and accuses government critics of attempting to sabotage

efforts to maximise Ireland's receipts from the EC structural

But questions about the funds continue. The Government, it is claimed, has wildly exaggerated the expected "take" from Brussels. Ireland will have to compete for funding with other papers coming with other, poorer countries such as Portugal and

"The Government is going cap in hand to Brussels one day and the next it's telling the people here that from now on it's EC-supplied gravy all the way. It's all nonsense," says one opposition Dall member. The people in Belmullet bave heard too many promises over the years and seen too many projects come and go. They are trying to help themselves, building a new golf course and expanding tourist, facilities. "People here are remarkably resilient," says Tim Quina, "When Ireland joined the EC in 1973 we heard lots of talk about redressing the balances within Ireland and Europe. But for people out here it seems only to have become more

High price of education reform in France

By ian Davidson in Paris

AFTER WEEKS of negotiations with an embittered and resentful teaching profession, the French Government has now carried its project for a

far reaching reform of educa-tion to the half-way mark. The proposals for increasing teachers pay put forward in Isonary by Mr Lionel Joseph, the Education Minister, and the Education Minister; and substantially modified during negotiation, has now been effectively settled; but it has still not secured the agreement of the largest teaching unions. It appears, however, that the Government intends to imple-ment the increases, and press on to the next stage of the on to the next stage of the reform plan, the modernisation of the education system itself. That will be incorporated in a

bill to be debated in Parliament's spring session.

In the course of the negotiations, Mr. Jospin has been forced to increase substantially the amount of money being earmented for pay rises, and has dropped a plan to introduce a performance or merit factor in teachers' pay.

In January, he was talking of an extra FFridon (1920m)

an extra FFF100n (1930m) spread over five years, compared with this years education budget of FFF209bn. By this week, the kitty had grown to FFr11.6bn over the five years 1989-94, plus an addi-tional FFr6.2bn for 1594-98. The increase in the pay offer is bound to add to the Government's prospective difficulties in bringing down the budget

1

- يور 1 -

....

37.5

a.

in bringing down the budget deficit.

At the beginning of Febru-ary, Mr Michel Rocard, the Prime Minister, called for FFrithin to be held back this year from the budget for all ministries, exempting only for prelocity departments such as priority departments such as Education. The ostensible reason was concern about the trade deficit. But, even then, it spectred that he was seeking extra manoeuvering room for extra manoeuvering room for the education reform project. But if the planned increase in teachers pay looks daunting for the Government's finances, it looks less impressive to a profession which has long felt underpaid and undervalued. At the start of the negotiations, unions were pressing for across the board increases of FF-2000 per month or more: FF12.000 per month or more; but according to one leader, the average pay increase now on the table will only work out at around FF1500.

The reform of the education system itself is designed to ensure that 80 per cent of chilschool-leaving baccalaurest. To that end, the Government wants to make the system more flexible, with simpler examinations, a lighter work load, and a switch of emphasis from class lectures to more individual study and more individual help from teachers.

This is bound to require radical changes in the formalistic and hide-bound methods of the French teaching profession. But it may not be easy to secure agreement after a pay negotiation which has crystal-lised teachers' resentments and left most of them dissatisfied.

Prospect of early Turkish election looms as Ozal ponders poll setbacks

TURKEY'S new cabinet is expected to be announced today, amid mounting speculation over whether Mr Turgut Ozal, the Prime Minister, will call an early general election follow-ing last Sunday's massive rejection of his Motherland Party (ANAP) in

Mr Ozal has insisted that his Gov-Mr Uzal has insisted that his Government will stay its course until 1992, but has suggested recently that he may go to the country earlier if the moment seems ripe. Yesterday, he denied newspaper speculation that his Government might starve the municipalities of funds in order to foment widesuread discaticularities. to foment widespread dissatisfaction to the ANAP's benefit.

On Monday, his cabinet resigned to prepare for a reshuffle aimed at restoring the government's flagging image, which has been stained by allegations of corruption in high places. The new cabinet list was presented for ratification to Presi-

dent Kenan Evren yesterday.

Announcement of the cabinet will be accompanied, as usual, by a vote of confidence in the Government. Given ANAP's 289 seats in the 450-seat Parliament, this will be a rubber-stamp exercise, but any defections will provide the first whiff

of rebellion within the party which may later break into outright revolt. However, in advance of the reshuffle, overt dissent within party ranks has been suspended. The calm was further intensified by the shock at yesterday's shooting of an independent MP inside Parliament allegedly by an ANAP deputy. As the murder seems to be the

product of local jealousies in Siirt province, it is not expected to release a flood of political recrimination. But it has heated the already volatile

At the same time, the biggest vic-tor in the local elections, the main opposition Social Democratic Popu-list Party (SHP) clearly is not ready for a snap general election. It is almost as divided as ANAP, particu-larly because its leadership is undecided whether to support the sympa-thy for Kurdish nationalism of its grass-roots members

The SHP took around 28 per cent of the total vote, and six of the eight

large cities, including Ankara, Izmir, He now needs to capitalise on the and Istanbul, the last of which was a swing to DYP of small tradesmen and Istanbul, the last of which was a severe blow to ANAP's confidence.

Now Professor Erdal Inonu, the SHP leader, says that general elec-tions should be called within a year. He said this week that the poll should preferably come before the selection of a new President by Parliament in October, but that at the very least there should be a crossparty consensus on the choice to

replace President Evren.
The local election results have given a new lease of political life to Mr Suleyman Demirel, leader of the third largest parliamentary group-ing, the True Path Party (DYP), and within the party has slipped of late. and middling farmers in the small towns and villages of Anatolia.

They might have been a fringe

constituency for ANAP, but have been alienated, like so many people, by the Government's apparent failure to tackle high inflation. The Government's present austerity measures will remain despite the election result, Mr Ozal stated yesterday. Last year, the Government reined in previously high growth to such an extent that businessmen

complain that the boom is sliding But with the judicious use of the record current account surplus of \$1.5bn in 1988, Mr Ozal could lower

inflation. The surplus could also be deployed to stimulate business confidence, particularly in the export sec-tor, hard hit by the phasing out last year of export tax rebates.

The sort of cabinet reshuffle anticipated before Sunday's elections would strengthen the Government's would strengthen the covernment's economic management, until last week controlled in a highly individualistic style by Mr Yusuf Bozkurt Ozal, State Minister for the Economy. However, Mr Ozal may now need to concede more in the cabinet list to fissiparous groups within ANAP, particularly the "holy alli-ance" of Islamic conservatives and right-wing nationalists which accounts for a quarter of the party's parliamentary comple

ESSELTE AKTIEBOLAG

(Incorporated with limited liability in the Kingdom of Sweden) ("the Company")

Notice to the holders of the outstanding U.S. \$25,000,000 7% per cent. Convertible Bonds 1989 of the Company-

> in the denomination of U.S. \$1,000 each ("the Bonds")

convertible into fully paid registered ordinary shares series B of 12.50 Swedish Kronor each of the Company which are free shares for the purposes of the Swedish Companies Act 1975 ("Free B Shares")

CONVERSION RIGHT EXPIRES: 5TH MAY, 1989

REDEMPTION DATE: 15TH MAY, 1989

NOTICE OF REDEMPTION

NOTICE IS HEREBY GIVEN to the holders of the Bonds ("the Holders") that, in accordance with the Conditions endorsed on the Bonds ("the Conditions") and pursuant to the provisions of the trust deed dated 19th April, 1979 between the pursuant to the provisions or the trust oeed dated 19th April, 1979 between the Company of the one part and The Law Debenture Corporation, p.Lc. ('the Trustee') of the other part constituting the Bonds as amended by a Supplemental Trust Deed dated 22nd December, 1983 between the same parties (together the 'Trust Deed') the Company will on 15th May, 1989 redeem all of the Bonds then outstanding at their principal amount.

CONVERSION RIGHT

It is provided in the Trust Deed and in the Conditions that any Holder may, as an alternative to recemption, exercise the right to convert the principal amount of his Bond(s) into Free B Shares but such right to convert must be exercised by the close of business at the specified office of any of the Conversion Agents (set out at the foot of this Notice) on 5th May, 1989. The right to convert the principal amount of the Bonds will therefore terminate on 5th May, 1989 at

Bonds may be converted into Free B Shares at the Conversion Price of SEK 37 per Free B Share with the Bonds taken at their principal amount being translated into Swedish Kronor at the fixed rate of U.S.\$1= SEK 4.35875, resulting in a conversion rate of 117 Free B Shares for each U.S.\$1,000 principal amount

To exercise the Conversion Right attached to any Bond, the Holder must complete and deposit at the specified office of any of the Conversion Agents at his own expense during normal business hours a notice of conversion (the "Conversion Notice") in the form obtainable from the Conversion Agent together with the relevant Bond. As conditions precedent to the conversion of any Bond (a) if the Free B Shares to be issued on conversion are to be registered in the name of a nominee ("forvaltate") in accordance with Chapter 3 Section 10 of the Swedish Companies Act 1975, such nominee must have been authorised to hold Free B Shares in such capacity and (b) (without prejudice to the Company's obligations under paragraph (E) of Condition 4) the Holder must pay all stamp, issue, registration or other similar taxes and dulies (if any) anxing on such conversion in the country. or other small taxes and duties (if any) ansing on such conversion in the country of the relevant Conversion Agent if the Conversion Notice is lodged at the specified office of a Conversion Agent outside Sweden or which become payable by reason of the issue or delivery of the Free 8 Shares to be issued on such conversion to or to the order of a person other than the converting Holder.

Holders will not be required to deliver Coupon No. 10 to a Conversion Agent with any Bond deposited for conversion on or after the date of this Notice and the

with any Bond deposited for conversion on or after the date of this Notice and the Company will pay the amount shown as payable on the face of such Coupon in the manner specified in Condition 7 against surrender of Coupon No. 10 at the specified office of any Paying Agent (set out at the foot of this Notice) on or after 15th May, 1989 within a period of 5 years, after which the Coupon becomes void.

Free B Shares which are issued on conversion of any Bond on or after the date of this Notice will not rank for any dividend declared by the annual general meeting of shareholders of the Company held in 1989, the interest payable in respect of any such dividend in the manner described in the preceding paragraph. Subject thereto Free B Shares issued on conversion of any Bond on or after the date of this Notice will rank pay passy in all respects with the Free B Shares in date of this Notice will rank part passu in all respects with the Free B Shares in issue on the Conversion Date (as defined in Condition 4(B)(2)).

Fractions of a Free B Share will not be issued on conversion of Bonds but. when a fraction would otherwise fall to be issued, payment shall be made in U.S. dollars of an amount (converted at the fixed rate of U.S.\$1= SEK 4.35875 and rounded to the nearest U.S.\$0.01) equal to the appropriate fraction of the Conversion Price of a Free B Share on the relevant Conversion Date provided that (a) if more than one Bond shall be deposited for conversion at any one time by the same Holder for conversion into one holding, the number of Free B Shares which shall be issued upon conversion thereof shall be calculated on the basis of the aggregate principal amount of the Bonds so deposited and (b) payments in respect of fractions will only be made after the calculation of any retroactive adjustment to the Conversion Price which occurs in relation to such conversion pursuant to paragraph (C) of

Free B Shares issued on conversion of Bonds will in all cases be repreby Internal Certificates (within the meaning of Chapter 3 Section 5 of the Swedish Companies Act 1975). The Company will use all reasonable endeavours to ensure that on the business day in Stockholm following the Conversion Date Interim Certificates for the Free B Shares issued on conversion of Bonds together with the Free B Shares issued on conversion of Bonds together with (if appropriate) a cheque drawn on a bank in New York City in respect of any tractional entitlement (unless payment thereof is defenred pursuant to proviso (b) to sub-paragraph (A)(2) of Condition 4) will either be made available at the specified office of the Principal Conversion Agent or be despatched free of charge to the converting Holder or in accordance with the instructions contained in the Conversion Notice (subject to any applicable exchange control or other regulations) at the risk of the Holder or other person entitled to receive such Certificates and cheque (if any). Such Interim Certificates will indicate (a) the respects (if any) in which the Free B Shares represented thereby do not rank pari passu with the Free B Shares then listed on the Stockholm Stock Exchange and (b) the date on which (or the event after which) such Interim Certificates may be exchanged for share certificates in

The Free B Shares allotted on conversion will be listed on the Stockholm The Free B Shares allowed on conversion will be issed on the Stock Exchange and the Company will use all reasonable endeavours to obtain a listing for such shares on The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited being the stock exchange outside Sweden on which the Company's existing Free B Shares are currently listed.

The Average Market Price per Free B Share at the close of business in Stockholm on 20th March, 1989, the last practicable date prior to the publication of the National Constitution of the Company and the Company of the National Constitution of the Constitution

Stockholm on 29th March, 1989, the last practicable date prior to the publication or this Notice (converted from Swedish Knonor to U.S. dollars at the their prevailing rate of exchange) was U.S.\$34.53896. At such price, the Holder of a Bond of U.S.\$1,000 principal amount would receive upon conversion Free B Shares and cash for the fractional entitlement having an eggregate value of U.S.\$4,047.88. Such value is however, subject to variation with both the market value of the Free B Shares and the rate of exchange between the Swedish Kronor and the U.S. dollar. So long as the market value of the Emar R Shares Author converted at the their prevailing rate. rate of exchange between the Swedish Kronor and the U.S. dollar. So long as the market value of the Free B Shares (when converted at the then prevailing rate of exchange between the Swedish Kronor and the U.S. dollar) is U.S.\$8.49 or more per share, holders of Bonds will upon conversion receive Free B Shares and if applicable cash in Beu of any entitlement to a fraction of a Free B Share having in aggregate a greater market value then the cash which they would receive on redemption of their Bonds. Falkers to deliver Bonds for conversion on or before 5th May, 1989 will automatically result in redemption at a price of U.S.\$1,000 for each U.S.\$1,000 principal amount of Bonds.

IMPORTANT

The value of the Free B Shares (including fractional entitlement) into which each U.S.\$1,000 principal amount of Bonds is convertible is based on the Average Market Price per Free B Share on the Stockholm Stock Exchange on 29th March, 1989 (converted from Swedish Kronor to U.S. dollars at the Redemption price for each U.S.\$1,000 principal amount of bonds

If any Holder of Bonds wishes to accept redemption at the redemption price he should surrender. his Bond(s) at the specified office of any Paying Agent (set out at the foot of this Notice) on or after 15th May, 1989 within a period of 10 years, after which the Bonds become void.

The aggregate principal amount of the Bonds outstanding as at 29th March,

test available date prior to the publication of this Notice, was

The Conversion-Agents and their respective specified offices at which Bonds must be deposited for conversion are: Skandinaviska Enskilda Banken (Principal Conversion Agent) at Sergels Torg 2, S-106 40 Stockholm, Sweden and Morgan Guaranty Trust Company of New York at its offices at 1 Angel Court, London EC2R 7AE, England; Bockenheimer Landstrasse 8, D-6000 Frankfunt/Main, West Germany; Avenue des Arts 35, B-1040 Brussels, Belgium; and Stockerstrasse 38,

8022 Zurich, Switzerland.

The Paying Agents and their respective specified offices at which Bonds must be surrendered for redemption are: Hambros Bank Limited (Principal Paying Agent) at 41 Tower Hill, London EC3N 4HA England; Skandinaviska Enskilda Banken at Sergels Torg 2, S-106 40 Stockhoim, Sweden; Deutsche Bank Aktlengesellschaft at Grosse Gallusstrasse 10-14. 6000 Frankfurt/Main, West Germany; Kreditbank S.A. Luxembourgeoise at 43 Boulevard Royal, Luxembourg; and Morgan Guaranty Trust Company of New York at its offices at Avenue des Arts 35, B-1040 Brussels, Belgium; Stockerstrasse 38, 8022 Zurich, Switzerland; and 23 Wall Street, New York NY 100115 115 A New York, N.Y. 100115, U.S.A.

31st March, 1989

Esselte A.B.

U.S.\$4,047.88

U.S.\$1,000.00

This Notice has been issued by Esselte Aktiebolag, which is solely responsible for its content. The Notice has been approved in accordance with the rules of The Securities Association by Enskilda Securities, Skandinaviska Enskilda Limited a member of The Securities Association.

Grey power rears its aged head in West Germany

By David Goodhart in Bonn

MS TRUDE UNRUH, feminist, ecologist and old age pen-sioner, is threatening to set up Europe's first nationally organised political party for pensioners if the West German political system does not improve its representation of the interests of the elderly. Ms Unruh, who currently sits in the Bundesing with the. Greens (although she is not actually a member of the party) is a popular spokes-

runs the most radical of the pressure groups for the elderly, known as the Grey Panthers. Her threat is unlikely to ecome a further headache for Mr Helmut Kohl's troubled

centre-right coalition. But for his successor, 30 years from now, grey political power could be an uncomforable reality.
There are already 9.3m West Germans over the age of 65

(3.2m men and 6.1m women), more than 15 per cent of the population, and the number is expected to rise to 15m by 2030. If a party wins more

Scandinavian

Finance B.V.

£20,000,000

Sterling Floating Rate

Notes 1990

Guaranteed on a subordinated

Scandinavian

Bank Group plc

For the three months 30th March, 1989

to 30th June, 1989

The rate of interest has been fixed at 14 per cent and the interest payable on relevant interest payment date, 30th June, 1989 against Coupon No. 35 will be £33.40.

Agent Bank: Morgan Guaranty Trust Company London

tem a sub-5 per cent vote can also bring considerable clout. Ms Unruh's immediate argu-ment is with her political friends in the Greens. She says she will form a pensioners' party if they refuse to reserve, a number of places on their electoral lists. They are almost certain to refuse. However, there is

than 5 per cent of the popular vote it qualifies for Bundestag representation, but in the deli-cately balanced coalition sys-

doubt whether she really will plough ahead with the tire-some and expensive business of starting a party. Almost all the other associations for the elderly would oppose a party for fear of "ghettoisation". Mrs Ingeburg Seldte, of the Federal Senior Citizens Association, said: "The elderly are as differentiated as the young, and we are already repre

d in all the main parties." Ms Unruh obviously does not think much of that representation: and she should know as a former we the Christian, Free and Social Democrats.

Wells Fargo

& Company

U.S. \$150,000,000 Floating Rate Subordinated Notes due 1992

visions of the Notes, notice is hereby given that for the Interest period 31st Merch, 1989 to 28th April, 1989 the Notes will carry an interest Rate of 10.35% per annum. nterest payable on the relevant interest payment date 28th April, 1989 will amount to US\$80.50 per US\$10,000 Note.

Agent Bank: Morgan Guaranty Trust Company of New York

Wells Fargo & Company U.S. \$200,000,000

Floating Rate Subordinated Notes due 2000 In accordance v

accordance with the accordance with the state of the is hereby given that for the Interest period 31st March, 1989 to 28th April, 1989 the Notes will carry an Interest Rate of 1035% per annum, interest payable on the relevant

nce with the

interest payane on the Assertion interest payane at date.
28th April, 1989 will amount to US\$80.69 per US\$10,000 Note and US\$403.45 per US\$50,000 Note.

Agent Bank: Morgan Guaranty Trest. Company of New York

DUMENIL LEBLE

IS PROUD TO ANNOUNCE THAT IT HAS ACQUIRED THE MAJORITY OF THE CAPITAL STOCK OF

EFFECTIVE MARCH 1, 1989, CHEMICAL BANK (SUISSE) HAS CHANGED ITS NAME TO:

DL BANK (SWITZERLAND)

WITH HEAD OFFICES IN ZURICH, A GENEVA BRANCH, A LONDON REPRESENTATIVE OFFICE AND A LUGANO SUBSIDIARY.

THE BANK WILL CONTINUE ITS TRADITIONAL ACTIVITIES IN THE PRIVATE BANKING FIELD.

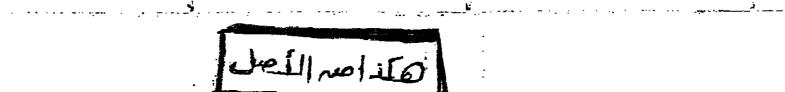
DL BANK (Schweiz) Freigutstrasse 16 Phone: 01/201 05 05 Fax: 01/202 62 52 Telex: 815 687

DL BANQUE (Suisse) Rue du Rhône 19 Tél.: 022/21 21 25 Télex: 423 680

LONDON

LONDON
DL BANK (Switzerland)
St James's Str.54LONDON SWIA 1.IT
Phone: 44-1/491 0084
Fax: 44-1/491 2805

LUGANO DUMÉNIL LEBLE -DL TRUST & MANAGEMENT SA Via Monte Generi 19 Tel.: 091/22:73 55 Fax: 091/22 61 78 Teles: 841 318



Solidarity talks fail to break Polish deadlock

By Christopher Bobinski in Warsaw

TWELVE hours of talks on Wednesday between Solidarity and the Polish authorities failed to break the deadlock in the closing stages of the round-table conference which started on February 6 and which aims to return the banned trade union to public life and bring the opposition into

The failure to agree came at a conference in a Wansaw sub-urb, between Mr Lech Walesa and General Czesław Kiszczak,

in effect, the disputs comes down to whether the authori-ties are ready to countenance losing control of the legislative process to the new Senate. where there is every likelihood

they will be in a minority.

Mr Stanislaw Ciosek, a key figure on the Communist Party side in the negotiations, said the future stability of the comtry was at stake. Solidarity is insisting that a two-thirds majority would be needed in parliament, where the authorities will, under the round-table contract, hold 65 per cent of the seats, to over-rule a Senate

veto on new laws.

The authorities, for their part, want parliament to be able to dismiss Senate objections by at most a three-fifths majority, which would still be within the block of seats they expect to exercise expect to control. Another Magdalenka meeting is scheduled for Monday after today's Communist Party

central committee meeting, which the leadership had hoped would be able to approve the round-table accord. Earlier this year, Gen-eral Wojciech Jaruzelski had to ask for a vote of confidence to bring the central committee behind his decision to enter the round-table talks.

Now, time is running short if

the authorities want to hold elections as planned at the beginning of June, for this means that draft election laws and constitutional changes should be passed by parlia-ment by April 9. But yesterday, Mr Closek admitted that if ment is not reached on Monday, then the April 5 date pencilled in as the ceremonial conclusion to the round-table is in jeopardy.

aligned foreign policy.

Mr Vassiliou said EC acces

sion could prove the key incen-

tive encouraging Turkey to solve the Cyprus problem. Tur-key invaded and occupied the northern sector of the island in

1974 following a Greek military

coup against the Cypriot Gov-

Mr Vessilion and the Turkish Cypriot leader, Mr Rauf Denktash, have been engaged

since last September in United

Nations sponsored negotiations to restore the political unity of Cyprus by establishing a bicommunal, bizonal federa-

progress had been disappointing but was still hopeful of

reaching agreeement with Mr Denktash. The two completed a

second phase of talks on March

28, and are scheduled to report on their progress to Mr Javiet Perez de Cuellar, the UN Secre-

tary General, on April 6 and 7. Mr. Vassiliou arrived in

Athens yesterday to brief the Greek Government and opposi-

"Progress is slower than I had hoped. I had hoped to cover more ground," he said.

But when you enter a process

like that you can neotiate for a

long period without result and then suddenly there can be a

breakthrough."
The two sides are believed to be close to drafting a workable

stem of federal government.

Vassiliou hints at Cyprus bid for EC membership.

By Andriana lerodiaconou in Athens

CYPRUS MAY well follow on the heels of Austria and Malta in applying for full member-ship of the European Commusnip of the Editopean Commin-nity, according Mr George Vas-siliou, the Cypriot President. "We will have some prob-lems at home but I believe we can overcome them," he told the Financial Times, referring to possible opposition to the application from the large Greek Cypriot Communist Party (Akel), which is close to

the Soviet leadership.

Akel's support was a key factor in Mr Vassiliou's election to the presidency, for which he ran as an independent, in February last year. The highly orthodox Communists have traditionally opposed the EC on ideological grounds, but Akel has lowered the tone of its anti-Community rhetoric

recently.

The fact that neither Austria nor Malta are members of Nato will also make it easier for the Government to reassure. Akel that membership would not mean a shift in Cyprus's non-

FINANCIAL TIMES

17 (70) 17 (17) 18 (17) 18 (17)

Published by the Financial Times (Europe) Led., Frankfurt Branch, represented by E. Hago, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Goman, D.E.P. Palmer, London, Printer: Frankfurter Societaris-Drackers-GmbH, Frankfurt/Main Reproaching action. Sr. Gooffine

FINANCIAL TIMES, USPS N

Gorbachev pledge on **E** Europe creates stir

By Lestie Colitt in Berlin

PARTY LEADERS throughout Eastern Europe will be closely analysing a remarkable pledge given last week by Mr Mikhail Gorbachev to Mr Karoly Grosz, the Hungarian leader.
Five days after his talks in
Moscow with Mr Gorbachev.
Mr Grosz startled the Central

Committee of his party in Budapest by revealing that the Soviet leader had addressed the issue of the Hungarian uprising in 1956 and the Prague Spring reforms of 1968, both of which were ended by Soviet military intervention. "Surveying the experiences

of 1956 and 1968, Mr Gorbachev said that all possible safe-guards should be provided so that no external force can interfere in the domestic affairs of socialist countries", Mr Grosz said, according to the Hungarian news agency MTL.
The repudiation of what is known as the Brezhnev Doctrine of limited sovereignty – although ironically it was the reform-minded Nikita Khrushchev who sent Soviet tanks into Budapest in November quence for Eastern Europe.

however, made clear that there could be no neutrality "under current conditions" for a member of the Warsaw Pact.

Ever since Mr Gorbachev first stated that each Warsaw Pact country should be allowed to develop its own socialist system, East European leaders have been pondering whether this meant that Moscow would still intervene militarily to stop

Mr Gorbachev and Mr Grosz,

political reforms going too far.

"This is a very important declaration and a criticism of the past," Mr Istvan Degen, a Central Committee spokesman in Budapest, said yesterday. He admitted that the situation was now "very difficult" for Mr Janos Kadar, the former Hun-garian leader, who resigned under pressure last May.

Mr Kadar remained stoically silent when his party recently revised its previous assessment of 1956 as a "counter-revolution" and said that it began as a genuine "popular uprising." After allying himself with Moscow to crush the uprising, Mr Kadar came to power immediately afterwards.

Mr Gorbachev's assurance that Hungarian specialists would be given access to Sovi-et-held documents on 1956 can only deepen the difficulties of Mr Kadar

The Soviet leader's pointed reference to 1968 when Sovietpied Czechoslovakia is an omi-nous signal to the present orthodox leadership in Prague. Mr Gorbachev, in effect, said what several Soviet publications recently strongly suggested: that the crushing of the Czechoslovak reforms in

1968 was a mistake. The present Czechoslovak leadership came to power on the back of the Soviet invasion. To acknowledge events now as a mistake would be disastrous. Yet Mr Degen said the Czechoslovak leadership now had no other alternative but to revise its position on 1968. "There is no other way for them to solve the problem. Delay only makes things more difficult," he noted.

Belgium moves to protect Moslem leaders

BELGIAN POLICE yesterday stepped up security around prominent members of the country's 250,000-strong Moslem community in the wake of the shooting of two moderate Islamic clerics. But the authorities made no prog-ress towards identifying either the kill-

ers or their motive.

Belgitm's Government voiced horror st the murders, which may have been provoked by appeals from one of the victims, Mr Abdullah Adhel, the Saudi Arabian director of the World Islamic League's Brussels centre, for a calm response to the British novelist Salman Rushdie's book, The Satanic Verses, if so, these are the first deaths in Europe resulting from the row.

Belgian security forces have conected their counterparts in other European countries and stepped up surveil-lance at frontiers and at Brussels' airport, said Mr Willy Claes, the Deputy Prime Minister.
The British Home Office said the

incident would be raised at May's meeting in Madrid of the 12 ministerial members of the Trevi group, which exists to co-ordinate the fight against international crime.
"It is with horror that the Belgian

Government learned of this double murder, an act which it condemns rig-orously," said Mr Claes. Meanwhile, the Saudi ambassador called on Mos-lems to keep calm and co-operate with

the authorities to unearth "the criminais who have perpetrated this odious

The bodies of Mr Adhel and Mr Salem El Behir, his Tunisian librarian. were found, shot in the head, in their offices the previous evening. An hour beforehand, they had met Islamic leaders from the city to smooth out differ-ences about television and newspaper interviews given by Mr Ahdel, in which he had advocated moderation in the political row provoked by Iran's death threats to Mr Rushdie. While most of Belgium's Moslems

belong to the relatively moderate Sunni sect, Mr Abdel's remarks elicited anonymous telephone threats. Belgian

"discreet surveillance," even though he insisted it was needless. Mr Clacs said police did not exclude political or reli-gious motives, but all possibilities were still wide open.

European Community governments last month recalled their ambassadors fast month recalled their amoussaiors from Iran as a result of the threats to Mr Rushdie, in an unusually fast and co-ordinated response. Mr Felipe Gonzalez, the Prime Minister of Spain, now occupying the EC presidency, said during a visit to the Commission yesterday that the killings underlined the extent the billings underlined the extent to which "international co-operation was essential" in the fight against ter-

on Yeltsin landslide

MR Mikhail Gorbachev avoided comment on the landslide victory of Mr Boris Yeltsin in Moscow at his top level brief-ing to Soviet media chiefs on Wednesday, a senior newspa-per editor said yesterday. Mr Corbachev insisted he was satisfied the election was "a big success for perestrolka",

and that in spite of the defeat of a string of leading figures in the Communist Party, it was still "a victory for the party". He said that those who lost their seats - including Mr Yuri Solovev, the Leningrad Region Party chief, and the city party bosses in Moscow, Leningrad, Kiev and Minsk, as well as more than 30 oblast (regional) first secre-taries - had been judged on

The editor, who asked not to be named, said Mr Gorbachev admitted that his reforms were in "a very complicated political and economic situation", and that there was criticism that it was going too slowly. However, the Soviet leader maintained

that by daring to vote against leading party figures, the peo-ple had "voted for perestroika". An official spokesman said Sunday's results meant the first session of the new Con-gress of People's Deputies would have to be postponed until after run-off contests. Officials said earlier this week that the revamped parlia-ment, intended as a centre-

piece of Gorbachev's political reforms, would meet in Moscow by the end of April. On the other hand, he avoided any comment on Mr Yeltsin's victory, which clearly still seems to be a sensitive point for the party leaders. The disgraced former chief of the Moscow party, dismissed from that post and the Politburo last year for daring to attack the pace of reform, won almost 90 per cent of the vote in Moscow in a crushing defeat of his offi-

cially-backed rival Mr Gorbachev's statement to the editors is expected to be published by the Soviet press today or soon.

Gorbachev stays silent | Brussels demands Bonn timetable for curbing state aid to coal mines

By David Buchan in Brussels

BONN MUST present plans to reduce future state aid to West Germany's coal mines if it wants Brussels to continue giv-ing the go-ahead to its aid programmes, the European Com-mission said yesterday. As a condition for blessing

DM5.39bn (£1.7bn) state aid to coal mines for 1987-58, the Commission said it was giving Bonn until the autumn to come up with a plan to reduce such state aids over the next

five years.
The Commission, which has certain semi-autonomous pow-ers in controlling state aids, also said it was inviting the West German Government to draft a new rationalisation plan for its coal industry. West Germany has the single largest coal sector in the EC in terms of employment (156,000 people in 1987) but is second to the UK in output with extraction of

82m tonnes in 1987. At the same time, the Commission has decided to sanc-tion for another nine years a modified version of the

so-called Hüttenvertrage (steel agreements), whereby six West buy most of their coking coal from Rubrkohle, the big coal producer, until the end of 1997. The Commission justified its authorisation by noting that Ruhrkohle would no longer be exclusive supplier to the steel mills, which would be free to use fuels from other sources.

But the real reason for letting the Ruttenvertrage arrangement remain undisturbed is that none of Bonn's EC partners has coking coal which it wants to sell to the West German steelmakers.

The smaller Auguste Victoria

coal mine is also to participate

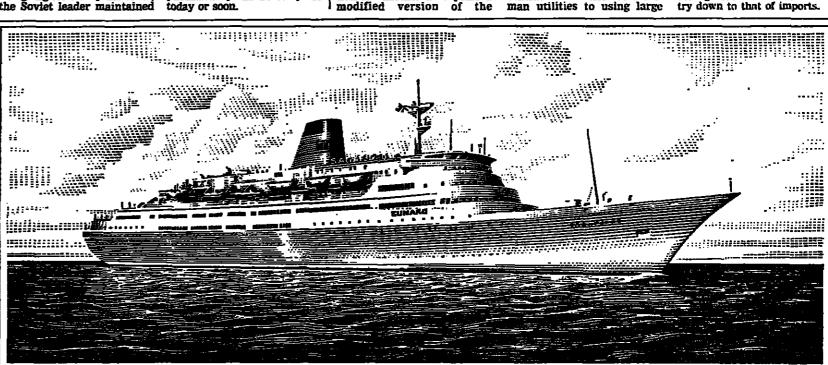
in the scheme.

This is in contrast to the power sector, where France is pushing to sell its relatively cheap nuclear generated elec-tricity to West German industry and has formally complained to Brussels about the contract which ties West German utilities to using large quantities of German coal. Commission officials are now investigating the Jahrhun derivertrag on the ground that it may be frustrating real potential competition which does not exert in coking coal.

However, a West German diplomat said yesterday that the French should not be too optimistic about a German market for their electricity if the Jahrhundertvertrag comes to an end". West German power stations, many with expensive new sulphur scrub-bing equipment, might equally turn to buying imported coal. Stressing its desire for a "political" settlement, rather

than a legal wraugle with Bonn, the Commission yesterday warned that it was eyeing state aids in other EC coalproducing member states. West Germany is easily the

biggest aider of its coalmines The Government spent DM3.45bn in direct aid in 1987 to keep the price of domestic coking coal for its steel industry down to that of imports.



CUNARD HAS THE WORLD'S TOP SHIP. AND FIVE OF THE TOP EIGHT.

The Sagafiord... it's hailed as 'The World's Best Ship' by 'Fielding's Worldwide Cruises, 'The Berlitz Complete Handbook to Cruising, and the World Ocean and Cruise Liner Society.

These experts also rank the other four ships in Cunard's luxury fleet among the top eight ships in the world.

Sagafjord, Queen Elizabeth 2, Vistafford, Sea Goddess I and Sea Goddess II have all received the industry's have done so while offering distinctly differing styles of luxury. Superliner QE2 offers the continuous

highest rating of Five-Plus-Stars, and

excitement of a 24-hour 'city-at-sea'.

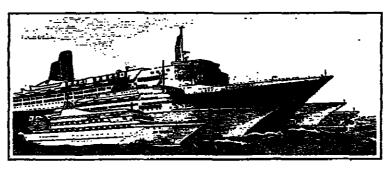
Flagship OE2 boasts seven lounges, four world class restaurants, and a promenade of international luxury boutiques. Sagafjord and Vistafjord offer the classic cruise experience, featuring highly personalised service and the luxury of single-seating dining. Sea Goddess offers the unstruc-

tured ambience of a private vacht, with

exceptional service reserved for a maximum of 58 couples. Sail from 3 days to 3 months, to the

world's most fascinating ports. For more information, call your travel agent. For a free brochure or a £10 video, featuring five of the Cunard

ships please telephone 01-491 3930.



You Can	Sail in Cun	ard Luxur	y To Any of	These Des	tinations.
SAGAFIORD	VISTARIOND	CUNARD COUNTESS	CURARD PRINCESS.	ETEVRELH S GREEN	STA GOODESS tail
Ceribean Aleska Bermuda Kety England Pantana Canal	Caribbean Transationar Moditorranean Hamen	Caribhean	Berunda Mediterranena South-from-Spain	Caribbean Orient Thoustisatic South America Northern Europe Atlantic Jalan	Caribbean Meditertuness French Review The Black Sea Turkey!
1990 Wheld Creise	1996 Warld Cruise		i	Iberia	Greek felor Java Sees

- QUEEN ELIZABETH 2, SAGAFJORD, VISTAFJORD, SEA GODDESS I & IL FOUT-Star - CUNARD COUNTESS, CUNARD PRINCESS





WORLD TRADE NEWS

some who withdrew from

Farnborough some years ago discovered to their cost, result-

ing in their rapid reappear-

But among the smaller shows world-wide there is intense competition, and two

alone now seem to be making

all the running - Singapore, held in January-February of

the same year as Farnborough

(in September), with the next one due in 1990, and now also Dubai, held in January-Febru-ary as the same year as Paris (in June). Dubai this past Feb-mary was rated a spectacular

ruary was rated a spectacular success, and will be held again

in early 1991. Both those regional shows

cover areas of vast potential aerospace expansion, and can thus expect to win increasing

interest, because they are

well-organised showcases in

growing markets.
But many other would-be international air shows either

barely cover costs, or fail, because they have little to

offer beyond local interest,

which does not justify the

heavy costs involved.

GE-Snecma wins \$1bn aero engine contract

CFM International, a joint venture of General Electric of the US and the French manufacturer Snecma, announced yesterday that it has negotiated a \$1bn contract to supply USAir with as many as 250 CFM56-3 model jet engines, AP

reports from Evendale, Ohio. CFM International, based in Evendale, said the agreement is the largest in the 10 years since it began selling jet engines. USAir is a domestic

The CFM563 is used in the Boeing 737-300, 737-400 and 737-500 series of jet aircraft. USAir and Piedmont Airlines, which are customers for the 737-300 and 737-400 aircraft respectively, have options on orders for 120 Boeing 737 jets to be delivered between 1991 and

Bob.

Both airlines are subsidiaries of USAir Group and are to be merged on August 5. USAir and Piedmont have ordered or taken delivery on a total of 165 of the 737-300 and 737-400 jets, officials said. USAir is CFM International's largest commercial customer.

Since entering commercial service in late 1984, the CFM56-3 engine has logged more than 6 million flight

to Europe's big air shows

By Nancy Dunne and Michael Donne, Aerospace Correspondent

government grants and a stun-ning exhibition site left from its 1986 World Exposition in Vancouver is set next August to challenge the European begemony in international air

Officials of Airshow Canada say they have commitments from the world's leading aerospace companies to participate in the North American show, to be located at Abbotsford Airport, just outside Vancouver. Dozens of small companies have signed on, discouraged by the rising costs of exhibiting in Paris one year and Farnbor-ough in Britain the next. Mr Patrick Reid, formerly a

senior diplomat stationed in London and now airshow chairman, believes that the prestigious European exhibitions have become so expensive that their cost-effective-ness is increasingly in "It is inconceivable that the

rest of the world will continue to go to these expensive shows," he said. Ultimately, he expects one of the European shows to fade, and then a three-year rotation of major airshows to emerge in Asia, North America and Europe. Singapore has already begun to hold a show every other year, and Canadian officials have

CANADA, with \$4m in scheduled their own in Singaing Farnborough and Paris pore's off year.

Mr Reid is contacting about shows is now regarded as sential. Not to appear makes 50,000 potential buyers and expecting up to 15,000 this any company conspicuous by its absence, and raises international rumours as to its solidity in the world marketplace -

The Soviet Union is sending its MiG-29, its latest fighter air-craft. American participation includes the F-14, the supersonic B1B Bomber, the SR71 Blackbird-Mach reconnaissance aircraft as well as F-15 and F-16 aircraft.

For the first time South Korea has agreed to attend an international aerospace trade show. Japan has promised strong participation, and China is to send a major delegation. The Canadian move comes as world aerospace manufac-turers are increasingly reluc-tant to become involved in any more major international air

shows, because of the increas-ing number of them and the heavy costs of participation. For major companies such as British Aerospace, Airbus, Boe-ing and McDonnell Douglas, it can cost several million dollars to participate for a week or so in the biennial Farnborough and Paris international shows, after taking account of execu-tives' time, travel and hotel and other bills, and the cost of

flying aircraft to, from and during such shows Participation in the alternat-

Canadians mount challenge | Gatt's future on line in trade talks

William Dullforce looks at an attempt to resolve the farm deadlock

R Arthur Dunkel, director-general of the General Agree-ment on Tariffs and Trade (Gatt), will embark this morning on his final attempt to resolve four issues on which the trade ministers' mid-term review of the Uruguay Round broke down in Montreal in December.

The central issue is the reform of world farm trade, distorted by enormous government subsidies. Here the impasse between the US and the EC over the approach to long-term reform has been the main stumbling block.
The three other issues are

the industrialised countries' wish to introduce greater inter-national protection for intellectual property rights, the desire of some developing countries to open up trade in textiles and clothing to Gatt freedoms, and improvements to the Gatt 'safeguards" system which allows governments to protect industries against unexpected surges in imports.
At stake is the outcome of

the multilateral negotiations launched in Uruguay in 1986 to expand and reinforce a liberal world trading system. Agree-ments in 11 other areas, including trade in services and tropical products and the strengthening of Gatt's dispute settlement mechanism, were put "on hold" in Montreal and

may never be implemented, if the four outstanding issues are

not settled next week. Equally at stake are Gatt's own future role as the arbiter of international trade and ultimately the prospects for free trade at a time when industri-alists and politicians, notably in the US, are calling for protectionist action to counter

their trade problems.

Mr Dunkel will start today informal consultations with delegates from more than 20 of the biggest trading nations on the four "working papers" he has tabled.

Consultations, ebbing and flowing through various groupings of Gatt's 96 members, are expected to continue through the weekend, to prepare for the formal confrontation in the Uruguay Round's trade negotiations committee, which opens

next Wednesday.

The task of sorting out the mess has been left this time to Mr Dunkel and senior officials. However, a feeling that some ministers are hovering in the wings ready to appear on the scene was enhanced this week by the announcement from Washington that Mr Clayton Yeutter, US Agriculture Secre-tary and former US Trade Representative, would make a sixhour stopover in Geneva on Wednesday (later changed to Thursday evening).

Mrs Carla Hills, the new US

GAT

Trade Representative, has said she has no plans to appear but, if the proclaimed innocence of Mr Yeutter's stopover should prove to be false, a descent of ministers on Geneva cannot be

The fact is that as of yester-day the outcome of Mr Dun-kel's mediation efforts could not be safely predicted. Among negotiators already in Geneva none voiced unqualified approval for the working papers in which he has sketched out possible accords that would allow the Uruguzy Round to continue.

In the crucial agricultural area his paper has — temporarily at least — prompted US and EC officials to restate their divergencies and highlighted. the real difficulties both Washington and Brussels have in agreeing a common approach

Both appear to be ready to accept his reformulation of the objective for reform as "substantial progressive reductions (in farm supports)...sustained over an agreed period of time... This modifies Washington's initial demand for the elimination of all trade-distorting farm supports within a fixed period.

But the EC regards as much too explicit Mr Dunkel's elaboration of the guidelines for long-term reform. It does not want the goal to be described as a "market-oriented" farm trading system and objects to the proposal that all import barriers should be converted into tariffs - a move that would include the variable levies on which the Community's two-tier pricing system

The US has most difficulty with the short-term action out lined by Mr Donkel. In particular, the Americans object, it would be politically impossible in the US to enforce his proposal that there about the morelaxation in current preddo tion restrictions such as the FIS land set-aside programme.

Crucial complications come the farm reform arena, the 18nation Calrns group of farm exporters, whose five Latin-American members have put a block on the results of the Montreal meeting until they receive satisfaction in the agriculture area.

Mr Dunkel's short-term proposals concentrate on freezing subsidies and supports at their passing reference to the per-centage cutbacks starting in

1990 for which the Cairns group has been asking. In fact Mr Dunkel appears to aim at an accord that would first stop the escalation in sub-sidies and then concentrate on negotiating a sound long-term programme. This would avoid the difficulties of taking further short-term action, for instance, in deciding on the measuring instrument that

would be needed to control cut-The assumption is that the Cairns countries will recognise their primary interest in obtaining a long-term pro-gramme of reductions. The gramme or reductions. The group, notably the Australians, are insisting that any agree-ment must incorporate an unequivocal commitment to reduce protection for agricul-

Another widely held assumption is that an agreement on farm trade will unlock the three other issues. A few believe this could be a miscal-culation at least in the area of intellectual property rights

Brazil and India lead Third World opposition to the industrialised countries demand that principles, standards and an enforcement system for IPR should be negotiated and intro-duced in Gatt.

In his IPR paper Mr Dunkel has "concound a stew that pleases neither side", a US offi-

The International Chamber of Commerce warned of "tragle" consequences for the trading system if the world's leading industrial powers fall to put the Uruguay Round of trade negotiations back on track at-their meeting in Geneva next week, writes Peter Montagnon, World Trade Editor.

We cannot believe that any

of the governments of the of the governments of the great nations concerned wish to signal to the rest of the world that they are prepared to see international trade return to the conflicts which the General Agreement on Tariffs and Trade has kept at bay," it said in a statement circulated to leading Gatt member governments.

member governments.
Considerable progress has been made in the Round in a number of areas and it could yield "highly useful and desirable results" as long as it is not allowed to flounder at this stage, the statement said.

cial and, fix proposals would commit the developing coun-ties in migrational AT, inter-ples, and These AT, the since time the proposals country no references to Galt and Maply that the question of which organisation should handle

to the end of the negotiations. Tactically Mr Dunkel's paper may be shrewd. When the fatigue of late-night negotiating and the relief - perhaps - of having reached a farm trade agreement sets in towards the end of next week, negotiators may be ready to accept an IPR solution that lets talks continue without binding

But first the agriculture hurdle has to be taken.

US farm groups express opposition to Dunkel plan

By Nancy Dunne in Washington

OPPOSITION is surfacing in the US Farm Belt to the pro-posed "Dunkel Plan" in the Gatt talks, which would freeze domestic farm policies in the developed countries, while working for "substantial pro-gressive reductions" in subsi-dies and protection.

The National Family Farm Coalition, an organisation of 42 farm groups in 35 states, says the Gatt director's plan would lock in "failing" US farm poli-cies for two more years.

The coalition supports higher farm prices to cover what it claims are production costs higher than farmers returns and extensive domestic acreage controls. Mr Dixon
Teary, president of the coalition and an Iowa dairy farmer,
accused the administration of
being "ready to sell us out."
"The Dunkel Plan ignores
the most being most bein

the most basic problem for farmers, taxpayers and the environment worldwide - the dumping of agricultural sur-plus on world markets at

below-cost of production prices," he said. "A positive Gatt agreement would allow countries to write domestic farm programmes to protect their own family farmers. Then it could phase out export dumping which encourages overproduction and drives

down prices workwide.

An analysis by the League of Rural Voters, a Minnesota based member of the coelition, warned that the Dunkel Plan would place a floor under current set-asides, which in the US are unusually low this year because of the drughit.

Should the US keep set.

Should the US keep set-Should the US keep setasides at these low levels for
two to three years, world grain
stocks could rise to price depressing surplus levels." It
said. "Higher US production,
combined with scheduled cuts
in loss rates mandated by the
1965 Farm Bill and cuttons deels of errors and cuttons and els of export assistance, could three world wheat prices down to \$50.570 per tonne within one or two years," it said.

Bovis wins Hong Kong construction contract

By Andrew Taylor, Construction Correspondent the British Hong Kong developer.

BOVIS, the British construction group and Sung Foo Kee, a Hong Kong developer have been appointed by an international consortium to manage the construction of a £100m commercial property development in Hong Kong. The scheme includes two hotels, a commercial centre and an office block.

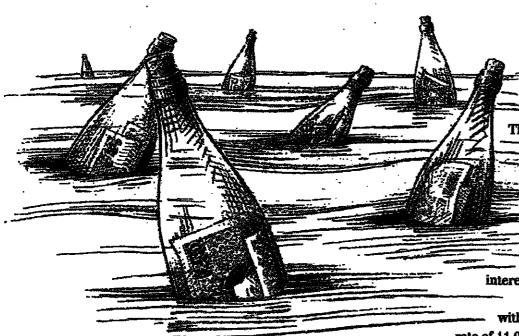
The developers are Hong Kong Land and Great Eagle, a consortium of Peninsular and Oriental Steam Navigation (P&O); Pritzker of Chicago, owner of the Hyatt hotel chain; C. Itoh the Japanese trading group and Henderson Land, a

Bovis, construction arm of the P&O group, has announced a joint venture with North West Water, a British water authority shortly to be priva-tised and three Mataysian part ners to supply water to the city of Ipoh in Malaysia.

• CPM International a joint venture of General Electric of the US and the French manufacturer Snecma, has won a \$1bn contract to supply USAir with 250 CFM56-3 model jet engines, AP reports.

Japan Air Services has ordered seven Airbus A300-

WITH HALIFAX JERSEY-BASED INVESTMENT YOU DON'T HAVE TO BOTTLE YOUR MONEY UP.



Investing overseas needn't mean waving bon voyage to your money for a fixed period.

With HALIFAX DEPOSIT INTERNATIONAL it's a breeze to get at.

There is no minimum time limit on your investment and you can have instant access with no penalties. You can even have U.K. standing orders, direct debits and monthly interest.

Being the Halifax you can expect highly competitive interest rates, and being Jersey-based you can get interest with no tax deducted.

Your sterling investment can start with a minimum of £1,000 at the substantial rate of 11.00%.

From there the interest rate automatically rises on the whole investment as your balance

AMOUNT	£1,000+	£10,000+	£25,000+	£50,000+
INTEREST RATE	11.00%	12.00%	12.60%	12.85%
CAR*	11.50%	12.36%	13.00%	13.26%

Interest rates may vary so you can call our Halifax Jersey Hotline on (0) 534 59840 for up to the minute information.

To qualify for this great investment opportunity you have to be not ordinarily resident in the U.K. If you qualify and would like to open an account, simply send us a cheque with the completed coupon below.

It could be your first step to a whole new investment opportunity. One worth opening a bottle or two to celebrate.

I/We enclose a cheque/m for	(minizasan deposit £1,00
I/We are not ordinarily re for the payment of gross i	sident in the U.K. Please send the declaration for morest. LWe would like the interest to be: i baif-yearly [] Paid monthly []
Full Name	Title
Address	·
Nationality	Tel No
This sum is being investeus as sole/joint beneficial	d in Halifax Deposit international by in
Signature	Date

Ingonville Lage, St. Helier, Jersey, Channel Islands paid twice yearly, giving a higher compounded annual rate (C.A.R.') if left int Copies of the last ambied accounts are available on request. Hallian Boildin, FINANCIAL TIMES FRIDAY MARCH 31 1989

EN II CAME MEMPI OXED PEOPLE, DIXONS

In an area with a shortage of skilled people, something had to be done. Dixons put their finger on it.

"Train the workers without jobs to do the jobs without workers."

Employment Training is the biggest training initiative Britain's ever had.

This year Dixons will be helping to train hundreds of people in retail skills and helping themselves to better quality staff.

To find out more about ET, and how your company can benefit, ring 0800 24 6000 or fill in the coupon.

You could call it forward thinking

Harne: (Hr/Hrs/Hiss/Hs)		
Position:		
Company name:		
Address:		
Postcode:	Tel:	
Number of employees:	Number of locations:	
Nature of Business:		
Opportunities for Inginees; Office	□ foctory	□ 0th
Company's involvement in other trains	ng schemes: F	T1/7
☐ Currently ☐ Previously	☐ Never	
ET		

Dixons TRAIN THE **WORKERS WITHOUT** JOBS TO DO THE JOBS WITHOUT WORKERS.

groups ex

n to Dunkel

Another taxing time ahead for Japanese politicians and consumers

Ian Rodger discusses the introduction of VAT tomorrow and its possible effect on the popularity of Noboru Takeshita's Government

ITH all the excitement ordinary wage earners and to these days over the Recruit political finance scandal, it has been easy to lose sight of another looming event that could add to the turmoil on the Japanese political scene and perhaps even upset the country's booming economy.

cent value added tax (VAT) finally comes into effect. Japanese governments have been trying since the

reduce the extent to which farmers and other self-employed groups evade tax.

However, the resistance to the reform from the self employed has been so strong that one former prime minister, Mr Masayoshi Chira, was brought down over the issue and another, Mr Yasuhiro Nakasone, was badly damaged by

Today, opposition parties are tingling with excitement in the hope that the new tax will prove so

impopular that, together with the Recruit scandal, it will bring down the Government of Mr Noboru Takeshita. "If May comes and Takeshita is still premier, that means the opposition has lost in this battle," Mr Junya Yano, chairman of the Komeito (Clean Government) party, said last week.

By all accounts, the tax will get off to a bumpy start. As in Britain when VAT was introduced in 1973, there is widespread confusion about how the consumption tax, as it is called, is going to work (see

below). Moreover, the implementa-tion will inevitably be clumsy on low priced items because of the rel-and other such products from next atively small scale of the tax. The post office may be willing to annoy people by raising the normal letter stamp rate from Y60 (26p) to Y62(27p), but operators of soft drink machines cannot easily raise their prices from Y100 to Y103. On the other hand, there is a big

sweetener in the package - the elimination of large commodity taxes on luxury goods. Retailers are predicting a stampede for cars,

week. Also, income tax rates drop substantially for most wage earn-ers on April 1, so disposable

incomes will rise. The beleaguered Mr Takeshita said on Monday he was confident the people would be satisfied with the tax reform once they had real-ised the full implications of the package, and many political analysts agree the storm over the tax could blow over fairly quickly.

tax on the economy is difficult to predict. The Government's Economic Planning Agency has pre-dicted it will add 1.1 per cent to the inflation rate, and most private sector economists broadly agree, in theory, that is what should happen. However, they say many businesses will be tempted to take advantage of the confusion surrounding the implementation of the tax and raise prices inordinately.

Also, the tax coincides with the strengthening of other inflationary

forces. Oil and other imported com-modity prices are rising and the economy is operating close to capacity. More worrying, the labour market is tight and trade unions are seeking 5 per cent and greater increases in their annual spring wage offensive. Many economists expect the Bank of Japan will have to raise interest rates in the next few months. "It is possible they will squeak through, but there is not a lot of room for error," says Mr Peter Morgan, an economist at brokers BZW in Tokyo.

Shops try to satisfy an incalculable yen for small change

Frantic storekeepers are scrambling for stray coins as prices are set to rise by odd amounts, writes Michiyo Nakamoto

the main worry about the introduction of 3 per cent value-added tax tomorrow is how it will affect the opinion polls. For economists, the chief concern is a possible resurgence of inflation. But for the average Japanese consumer, the big problem will be having enough one-yen coins.

Suddenly these small aluminium discs, that are worth less than a ha'penny and have long been considered a nuisance, will be in great demand because prices of many goods will end in odd figures. What now costs Y100, a convenient figure for many low-priced items and requires a single coin for payment, will rise to Y103 and require four coins.

"We have been going to the

bank every day to collect one yen coins," said an employee at Matsuzakaya department store in Tokyo. Matsuzakaya had originally aimed for Ylm worth of Y1 coins but has not been able to collect even half that amount. A sense of desperation is leading some retail-

ers to call upon employees to bring in any stray coins lying around in desk drawers at

The mints will be pumping out an extra Y100m worth of the coins, but the Ministry of Finance has nevertheless felt it necessary to advise banks to ensure an even flow to custom-

With the target date looming, businesses are not only finding that they may be short of change but also that they may not be as ready as they would like to be when the switch-over takes place. New software for computerised cash registers is being introduced at a frantic pace but even the larger, more modernised stores may not be fully prepared. "There is no way we are going to be ready by April 1," says the Japan Chainstore Associa-

McDonalds, the hamburger chain, has installed coin counting machines that can count one-yen coins. Mitsukoshi, the up-market department store, has just finished distributing calculators to its employees. ing crash sessions to educate their employees on how to deal about price changes. Daiei, a supermarket chain, has come up with a list of over 100 problem situations that could arise. Bookstore owners complain that they will have a complex price system to deal with as some books will include the new tax in their fixed retail

price while others will not. Much of the confusion expec-ted from the introduction of the new system is blamed on the government. Inevitably, the new tax is not particularly popular, and the government has gone to extremes to try to avoid inconvenience to certain pressure groups. As a result, consumers will face new challenges in trying to find bar-

For example, operators of company-owned taxis must charge the tax immediately but independent operators of taxis do not have to impose it until their meters are changed, a process that could take months. Motorway tolls and bullet train fares pald in cash won't go up but books of tick-ets will. Many muncipalities have prevented utilities under their jurisdiction from imposing the tax out of electoral

A phone call made from a private phone will be taxed while one made from a pay phone will not. Or, at least, it will not appear to be. In fact, starting April 1, a Y10 phone call will last only 2.9 minutes instead of 3 minutes. Other businesses have adopted a similar approach. In some of Japan's ubiquitous "pachinko" pin ball machine parlours, a Y100 coin will henceforth buy only 20 balls instead of 25. While consumers deal with

these complications, many businesses will be doing very

When the tax reform was being debated last year, retail-ers expressed concern that some of their competitors would not pass on the tax in an attempt to gain sales. The Government has permitted the formation of temporary cartels in many sectors. However, small businesses, which have been exempted from applying the tax, have nevertheless been allowed to join the cartels, so they will be able to pocket the

has had to issue warnings to retailers who have been builty-ing their wholesale suppliers into allowing them to buy gnods at pre-tax prices,

Some retailers have gone as far as to suggest that they would be happy to pay the extra 3 per cent tax as long as they can get a discount on the actual price of the goods.

For anyone who lived through decimalisation and the introduction of VAT in the UK, all of this manoeuvring will have a familiar ring. At least it shows that, when it comes to



real market behaviour, the Japanese are remarkably like

:OU

\$112

and

1100

34 3

Tokyo apologises in bid to mend ties with N Korea

By Ian Rodger in Tokyo

THE Japanese Government yesterday took another big step towards rapprochement with North Korea. Mr Noboru Takeshita, the Prime Minister, expressed Japan's "deep remorse and regret" for its colonisation of the Korean pen-insula in the 36 years to 1945, and urged that a direct dialogue with Pyongyang be established as soon as possible and without preconditions. The move was the latest in a

series of overtures to the North in recent months by Tokyo, apparently to keep in line with the progress in contacts between North and South Korea. "Things are happening between the North and the South. We are reacting to a gradual process," a Foreign Ministry official said, and Mr Takeshita spoke of "a new era" emerging in the Korean penin-The North Koreans have fre-

quently complained that Japan has never expressed regret for its 36 years of colonial rule although Japanese officials have, in fact, expressed regret on several occasions and a position paper clarifying the point was published earlier this year. They now hope that a statement coming from the highest level will make things absolutely clear. Mr Takeshita said the Gov-

ernment and people of Japan were "profoundly aware that Japan's past actions had inflicted great suffering on the peoples of nearby lands. Based on our regret for what happened and our determination that it shall never happen again, we have been following a path of a nation oriented

He said the sense of regret should be borne in mind particularly in Japan's relations with the Korean peninsula, with which the country had close

Government yesterday said it was not opposed to Japan's overture to North Korea which might strengthen peace and help liberalisation in the North, Maggie Ford writes from Seoul. Mr Lee Jong Bin, assistant Foreign Minister, said that Japan's approaches in tandem with Seoul's rela-tionships with China and the Soviet Union. He announced that formal agreements had been reached with the Soviet Union, Poland and Bulgaria to

Mr Lee's remarks also indi-cated that the South Korean in a legal and diplomatic quandary by the unauthorised visit to North Korea by the Rev Moon Ik Hwan, a Protestant minister and dissident. Mr Moon is expected to be arrested on his return and charged under the anti-communist national security law.

set up trade offices in Se

relations historically and geographically.

to North Korean leaders by a legation of the Japan Socialist Party that left Tokyo for Pyongyang yesterday. The JSP, Japan's largest opposition party, has maintained close relations with North Korea despite the absence of diplo-matic relations between the two countries.

began last September when Japan lifted some sanctions imposed in January, 1988 over the destruction by North Korean agents of a South Korean airliner. In January, the Japa nese Government permitted for the first time a delegation from the North Korean Workers' Party to visit JSP leaders in

Police try to end Hyundai strike with dawn raid

By Maggle Ford in Seoul

NINE thousand riot police conducted a dawn raid on strikers at the shipyard owned by Hyundai Heavy Industries vesterday to end a stoppage which has lasted for three

Striking workers bad disappeared by the time the police mobilised their attack and there were no clashes. About 600 strikers were still being sought and but police said most would be released after investigation.

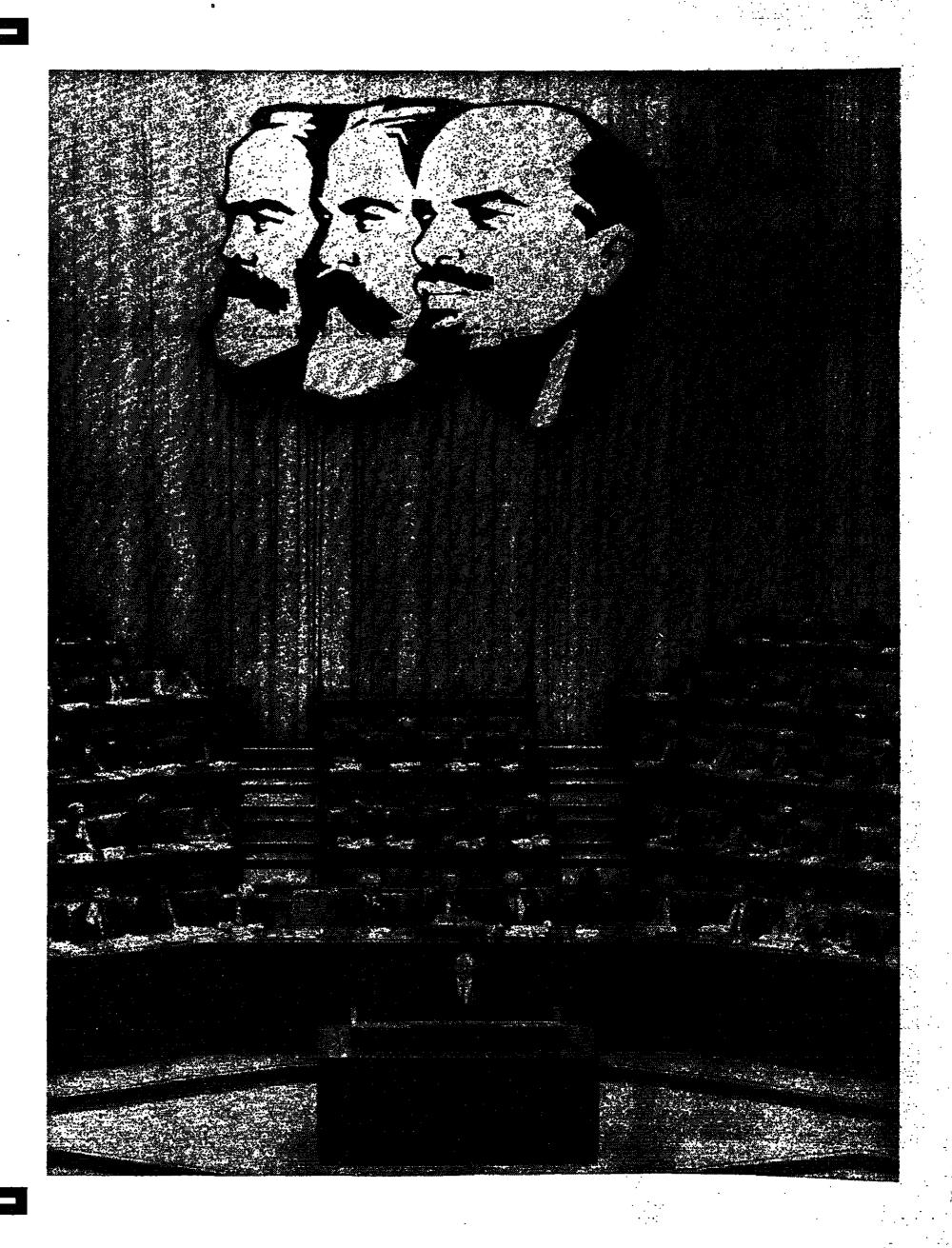
The strike has been the most bitter this year, with both sides accusing the other of intimidation. A number of union lead-ers have been arrested and 20 were beaten badly by a group of thugs several months ago. A government statement said that both management and workers had been victims

in the strike and that in future

they should sit down at the bargaining table so that police would not need to interfere. Both opposition parties criticised the mobilisation of police.

The yard has been working partially during the dispute and a number of outside groups including politicians and local community groups in the town of Ulsan, where the yard is located, have tried to

Under South Korean law, only one union is allowed at each company. In some cases a "pro-company union" has been registered, leaving the "democratic union" without legal sta-tus. The strike has caused great public concern recently because of the delicate political situation with hardliners in the military have been criticising what they see as mounting chaos in the country.



OVERSEAS NEWS

Tunisia prepares for Islamic challenge

Francis Ghilès assesses the prospects for Sunday's general election

the focus of attention in what has so far been a remarkably

the party - Mouvement de la Tendance Islamique, renamed Parti de la Renaissance - is not yet authorised and that most of its leaders, including most of as leaders, including Mr Reshid Ghamoushi, have yet to recover their civil rights. They lost these in the last months of the presidency of Mr Habib Bourguiba, who was deposed in November 1987 by Mr Zine El Abidine Ben Ali, at that the Betra British without the statement of the statement that time Prime Minister, when they were organising daily street battles with the police. Presidential elections are also taking place on Sunday, but Mr Ben Ali is unopposed. Although he remains chairman of the Rassemblement Consti-tutionnel Democratique, the party which has held a monopoly of power since independence (until last July under the name of Socialist Destour Party), Tunisia's second head of state has presided over a minor revolution in the politics of North Africa's smallest country.

country.
Political prisoners have been freed. Torture is no longer practised. Competence has increasingly become the yardstick for appointments to

HE performance of Tunista's largest radical islamic party in this Sunday's general elections is the focus of attention in what the focus of attention in what social and economic issues which confront Tunista are which confront Tunisia are openly debated.

A number of parties are presenting candidates on Sunday, although the winner-take-all

Radical Islamic activists are attracting large and youthful crowds at meetings up and down the country. They denounce the powerful, the corrupt, and the rich - and attack the emancipation of women.

system, in very large constitu-

encies, gives the RCD an inbuilt advantage. The main opposition party of the early 1980s, Mr Ahmed Mestiri's Mouvement des Democrates Socialistes, is not attracting much support. The MDS made its name by campaigning against the increas-ingly intolerant and corrupt methods of government under methods of government under Mr Bourguiba, but many of its most active supporters, who were former members of the old Socialist Destour Party, do not understand why their leader spurned the opportunity of joint lists with the RCD, especially since the the RCD has made a determined effort to put up fresh candidates. Only 25 of the former 141 MPs are standing for re-election. Radical Islamic activists present a far more serious challenge. At meetings up and down the country, their "inde-pendent" candidates are attracting large and youthful

attracting large and youthful crowds.

They denounce the mono poly of power held by one party, the corruption of justice and the privileges of the new rich class which has sprung up in the past ten years, and they emphasise support for the Palestinian uprising. Their supporters are not afraid to back candidates who would like to end of one of Mr Bourpulla's end of one of Mr Bourguiba's contributions to the Arab world's most secular state - the emancipation of women. In Stax, Tunisia's second

largest city, two leading "inde-pendent" candidates have pub-lished a pamphlet arguing that women are "objects made to satisfy the desires of their hus-bands." They do not believe men and women should mix in public, and at their meetings women wearing a chador sit apart from the men. They have not been shy of attacking the head of state for "heresy." And yet, since he took over from Mr Bourguiba, Mr Ben



Ben Ali: unopposed

Ali has reopened the old Koranic university of the Zitouna in Tunis, set up a new one in the holy city of Kai-rouan, encouraged the restora-tion of old mosques and made clear his respect for Islam.
The RCD, meanwhile, has

tried to run an American-style campaign, complete with musi-cal evenings and other festive events. Women figure promi-nently on many of its lists, and its meetings are attracting large crowds, most notably last Saturday in Kairouan, where Mr Hedi Baccouche, the Prime Minister, argued forcibly in favour of keeping religious issues out of the debate. He was only repeating what the President has made abun-

dantly clear in recent months, that he will not accept political parties whose platforms are predicated on race or religion.
Some opposition candidates
in rural constituencies have not found it easy to argue their case. Less educated country folk – about 40 per rent of all Tunisians are illiterate, despite the massive investment in education since independence - cannot always conceive of a "loyal opposition", and some have beaten up non-RCD campaigners. But, unlike in any previous election, provincial governors are being scrupulous in honouring Mr Ben Ali's instructions, to be fair and to be seen to be fair.

be seen to be fair.
The relaxed atmosphere of this campaign contrasts sharply to the mood in the 1981 elections, when opposition can-didates were frequently harassed and the results "cooked", let alone in 1996, when opposition candidates withdrew in disgust at the methods of the ruling party

methods of the ruling party before polling day. It is impossible to guess whether the "independents" will gain any seats or what percentage of the vote they might poll. What is certain is that they will, in the months and years ahead, and as they already do in Algeria and already do in Algeria and Egypt, continue to present the Tunisian authorities with their createst challenge.

South African activists leave British embassy

By Jim Jones in Johannesburg

SIX black South African thrown away an opportunity to rol and later died. activists who sought refuge in the British embassy in Pretoria on Wednesday left the building yesterday afternoon under considerable pressure from embassy staff.

The six, who until recently had been detained without trial, had entered the embassy in the hope of persuading the British Government to intervene with the South African Government to lift restriction orders placed on them on their

release from Jail.

The official British position was that the six were not helping their case by remaining in

They were persuaded to leave by staff who declined to give them food or bedding and refused to allow them to use the embassy's lavatories and As a result they were unable

to contact their lawyers and had to beg food from journalists outside the embassy gates. Britain's handling of the affair has been condemned by anti-apartheid and civil rights

At a public meeting of the Hunger Strike Crisis Commit-tee in Johannesburg yesterday, Dr Max Coleman of the Human Rights Commission said the British Government had

show its rejection of political

Dr Coleman said that about 600 detainees were still being held without trial in South Africa and its black homelands and that about three quarters are on hunger strike.

 South Africa's Appeal Court in Bloemfontein yesterday overturned the convictions of three black men who been sentenced to hang for a political-ly-related mob killing in 1985, Reuter reports from Johannes-

burg. The country's highest court found the convictions and death sentences handed down by the Eastern Capo Supreme Court in September 1987 were based on unreliable evidence and on mistakes made by the court.

The three were among 10 people convicted of being part of a mob which set fire to a house in the eastern Cape province during countrywide political unrest in 1985. Three women were burned with pet-

detention.

Mrs Audrey Coleman of the Detainer Aid Centre said: "By taking this hard-line attitude the British government is siding with the South African Government in upholding the system of aparthead and detention without trial."

The convictions were based on the doctrine of common purpose, under which people can be found guilty of murder for being part of a mob which carries out a killing, even if the individuals charged do not carry out the killing themselves.

trine has been applied in sev-eral trials arising from the township violence in 1981 to 1986. The most prominent case was that of the "Sharpeville Six", who were reprieved from a death penalty last year by President P.W. Botha after pressure from foreign governments.

The three men who had cach faced triple death sentences were Mr Mxolisi Maigas, Mr Michael Mambukwe and Mr Lulamile Ana Maneli.

In a separate case, the South African Appeal Court upheld death sentences against Mr Stanford Lelempe and Mr Rodney Moloi, two men found guilty of being involved by common purpose in the "necklace" murder of a black police-man in Tembisa township near Pretoria in 1986.

and setting it alight.

Gorbachev made a country change direction. Could IN SPITE OF

you do the same for a company? Every week, we THE LARGEST BUREAUCRACY

help people who want to do just that; because our IN THE WORLD,

Management Buy-ins enable senior managers to take ONE MAN STILL WANTS TO

over other people's companies. What we ask for MAKE CHANGES.

is a stake in the business - and total commitment to

change. What we give in return is capital, unmatched WHAT'S YOUR EXCUSE?

experience in this area, a network of contacts, And Carrier Man, and the carrier of the second of the seco

and freedom to run the company your way. And,

if you think it's a strange idea for a capitalist

company to praise a Communist leader,

then think again. We're looking for people

who don't take anything for granted.

3, PLC 91 WATERLOO ROAD, LONDON SE! 8XP, TEL: MASSACHUBETTS, USA, TEL: 817 542 8580 SI CAPITAL AND & VENTURES NEWPORT BEACH, CALIFORNIA, USA, TEL: TEL: 415 854 3330, 31 SA, PARIS, FRANCE, TEL: 48 40 9999 SI GESELLSCHAFT FUR INDUSTRIEBETEILIGUNGEN MEH, FRANKFURT, GERMANY, TEL: 49 89 740835. SIJERSEY LTD, ST HELIER, JERSEY, TEL: 0584 38229 3I AUSTRALIA LTD, MELBOURNE, AUSTRALIA, TEL: 03 614 3249

MAKE IT YOUR BUSINESS TO CHANGE

Iran seeks improved links with Moscow

DR ALI Akbar Velayati, the Iranian Foreign Minister, flew to Moscow yesterday to try to strengthen ties with the Soviet Gulf war ceasefire. Union at a time when relations between Iran and the West have been particularly strained by the Rushdie affair.

Iran, meanwhile, ordered the expulsion of the Swiss consul in Tehran, apparently in retaliation for Switzerland's demand that the Iranian consul in Geneva should return home after being accused of spying on Iranian emigres.

Dr Velayati was carrying a message for President Mikhail Gorbachev from President Ali Khamenei, according to the Iranian news agency. "The Islamic Republic has always favoured an expansion of ties with the Soviet Union based on good-neighbourly relations," Dr Velayati said.

His trip follows visits to Tehran and Baghdad by Mr Eduard Shevardnadze, Soviet

After the angry Western response to Ayatollah Ruhol-lah Khomeini's call to Moslems to kill the novelist Mr Salman Rushdie, some Iranian officials have suggested that Iran will increase its trading links with communist nations at the expense of Western interests.

Ayatoliah Khomeini, however, has consistently opposed both communism and capitalism, and Moscow is no more well-disposed towards Islamic fundamentalism than the West. Indeed, the large Moslem communities within the Soviet Union make it especially wary of Moslem extremists.

An earlier message from Ayatollah Khomeini to Presi-dent Gorbachev exhorted the Soviet leader to abandon com-

Wheat shortage prompts growing anger in Egypt

shortage at a time when new credit for purchases abroad has dried up because of arrears on Canada have suspended new

past loans. Long, angry lines have been forming in front of bakeries amid reports that substantial quantities of wheat and flour ire being siphoned off to the black market, where they bring a far higher price than the heavily subsidised round loaves of Arab bread.

In an attempt to stem the outflow, the Ministry of Supply has posted guards at government bakeries. The ministry is believed to have held back some supplies to be released next week at the start of Ramadan, the Islamic mouth of fast. But the reserves will be exhausted by the summer.

exhausted by the summer.

Western agricultural experts
estimate that Egypt, which
consumes about 8m tonnes of
wheat a year, is short of about
1.5m tonnes needed to carry it
through October when it will
be eligible for a new fiscal year's supply of US food aid.
Contrary to reports in
Egypt's imaginative opposition
press, the country this year
received its full complement of American wheat - \$170m worth financed by long-term, low-interest credits (the PL480 programme) and an additional

EGYPT is facing a severe and politically sensitive wheat wheat following last year's severe drought the aid bought

less grain than expected.
In the meantime France and credits because of Egypt's fail-ure to meet payments on old loans. Australia, Egypt's second largest wheat supplier after the US, is continuing sales but phasing out govern-ment-guaranteed credits by

Egyptians are hopeful of get-ting some additional wheat from Italy and the European Community but will still have to resort to the open marke for some supplies, a painful prospect.

Shortages of foreign currency and food are intensifying pressure on Egypt to reach an accord with the International Monetary Fund. The Egyptians, whose President, Mr Hosni Mubarak, travels to Washington this weekend, are also traing to unlock \$230also trying to unlock \$230m being withheld by the US Con-gress until Egypt undertakes "significant" economic

reforms.

Given this background, expectations have been running high that Saudi Arabia, whose King Fahd is currently whose king raind is currently visiting Egypt, would extend loans for the import of staple foods. Two years ago the Saudis made Egypt a gift of Saudi wheat, but the Egyptians would prefer cash because the soft Saudi wheat is said to gum im milling equipment. short worth of wheat on credit guaranteed by the US Government (so-called GSM102). But soft Saudi wheat is said due to the higher price of up milling equipment.

Swapo backs ceasefire

SWAPO, the Namibian neighbouring Angola, nationalist guerrilla group, said yesterday it would respect fire at 6 a.m. on Saturday in a ceasefire in its bush war with
South Africa, hammered out as part of a UN-supervised independence process to be launched on Saturday, Reuter reports from Windhoek.

Tonical Tianggraph

the group was fully committed to the deal which will bring establish guerrilla bases in an independence from South independent Namibia ruled by

Africa some time next year.

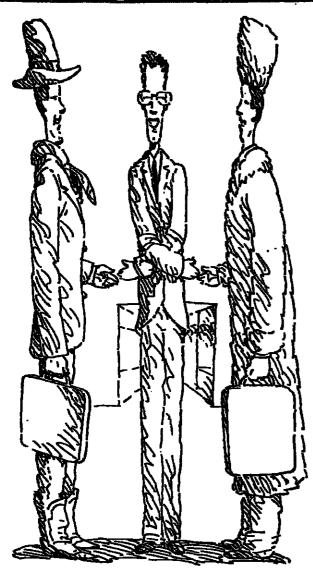
The agreement, signed last
December by South Africa,
Cuba and Angola, provides for
independence for the world's
Isroact remaining colony in
Mr Tjongarero also played
down calls by activists to boy-

fire at 6a.m. on Saturday in effre in its bush war with the war Swapo has waged Africa, hammered out as against occupying South Afri-

Mr Daniel Tjongarero. (ANC), committed to over-Swapo's acting chairman, said throwing white rule in South

50,000 Cuban troops from cott ceasefire celebrations.

The Great April Fair Milan April 15-23 '89



Milan where the USA and USSR do big business. Your business.

The USA and the USSR are moving closer and closer, and the Great April Fair now gives you the chance to make contact with the realities of these two diversified worlds. With recard to the American sector, there is, in addition to exhibition stands, "Invest in the USA", where United States firms promote European investment in mutual projects. The success of "Italia 2000", the Italian business exhibition held in Moscow, has led to an excellent opportunity to meet East European countries. The USSR and the Cornecon countries will be in Milian to acquire know-how and technology. to build new partnerships and display their best industrial and scientific production. The Great April Fair



AMERICAN NEWS

Milken faces unparalleled penalty

By Anatole Kaletsky in New York.

MUCH of the criminal indictment filed by the US government on Wednesday night against Mr Michael Milken essentially repeats a series of charges brought last September against the Wall Street firm which he built up and came to dominate, Drexel Burnham Lambert.

Most of the allegations involved in the Drexel prosecution, in turn, were just repeti-tions of cases already covered in the Ivan Boesky insider trading case nearly three years

ago.
But while the government's failure to expose more novel scandals may have come as a disappointment to some of the more jaded sensation-seekers on Wall Street, the very consis-tency of its charges appears to be the bedrock on which its case is built.

For the essential theory of the indictment is disarmingly simple, despite its 110 pages of legalistic prose and the 98 sepa-rate crimes, some of them highly technical, which it

The general allegation made is that Mr Milken was actually the mastermind behind most, if not all, of the crimes and securities violations previously disclosed in the cases against Mr Boesky and Drexel Burnham. Indeed, the government states that many of Mr Boesky's illegal transactions were actually carried out under direct orders from Mr Milken on the under-

standing that Drexel would keep any profits and indeminfy the Boesky partnerships against possible loss. Now, many of these crimes have already been proven, or at least admitted, not only by Mr Boesky, but also by Drexel as a corporate entity and by as a corporate entity and by the key executives of the

Attorney in charge of the case, will have to prove to a New York jury will not be whether the crimes were actually committed but simply that Mr Milken was indeed the key decision-maker in each case.

Criminal intent, rather than factual issues, will probably be the biggest stumbling block for the prosecution. To win his case Mr Romano will have to demonstrate not only that that Mr Milken violated the laws on insider trading, investment disclosure and stock parking, but that he did so knowingly and with a criminal intent.

As Mr Jeffrey Rosen, a former SEC attorney practising at Rosen & De Martino in Washington, observes, "negligence, or even sharp business practice does not always equal criminality. In an offence like non-disclosure, the defendant's state of mind is absolutely essential. If he can prove that he dign't think his actions were materially significant or even that he just forgot about some of the regulations, then he might still be civilly liable. But he would not be guilty of a

meted out for crimes like stock parking and disclosure viola-tions, the kind of penalties being requested in the Milken case - 20 years of imprisonment and financial penalties of \$1.8bn - appear disproportion-ate. Indeed, the 96 securities fraud and insider trading charges presented against Mr Milken and his two associates, each carry maximum sentences of only five years and fines of \$250,000 plus restitution of any illegal profits.
But this is where the racke-

In relation to past sentences

teering charges against Mr Milken come in. Under the racketeering statute, a pattern of criminal activity can turn Thus, the main issue which into a much more serious mat-Mr Benito Romano, the US ter than any of the individual

crimes on their own. The penalties under RICO are virtually limitless. Not only would Mr Milken have to give up all of his accumulated income and gains from working at Drexel, he would be liable to civil suits for up to three times the profits he had made - in theory, as the indictment points out, the civil penalties could come to a further \$3.7bn.

Proving criminal intent will be the biggest problem for the prosecution

But the use of RICO against securities criminals is still more a matter of legal theory than practice. As Mr Ira Sorkin, a former US prosecutor points out, "the financial penalties in the indictment are certainly not realistic figures, any more than the 500 years in gaol you could arrive at hy adding you could arrive at by adding up the maximum penalties for each fo the 98 counts." Only one RICO case has so far been brought to court, the prosecution of Princeton/Newport Partners and legal experts are divided about the governemtn's chances of success.

How then could prosecutors hope to demonstrate Mr Milken's criminal intentions? The surest way would be with written documents or taped telephone conversations, but lawyers point out that the three-year long investigation might have ended much sooner if any such "smoking guns" had been found. The second best way will be

with evidence from former associates from Drexel, many of whom have now agreed to testify in exchange for immu-

least reliable way of implciating Mr Milken will be with evidence from Mr Boesky, Mr Jefferies and other acknowledged criminals. After all, trying to pin the blame on somebody else as "Mr Big" is the oldest trick in the book for the criminal fraternity. And it is one that jurors are known to resent and suspect.

That leaves one other approach that may be attempted by the prosecution to emphasise the profits made by Drexel and Mr Milken from their allegedly illegal trades. Unfortunately for the government, this avenue does not seem very promising for the simple reason that none of the simple reason that none of the offending transactions were particularly prefitable, certainly in relation to the sums of money Mr Milken made in the rest of his work. Indeed, the biggest illegal deal that Mr Milken was said to have been important in a greenletten in involved in - a speculation in Harris Graphics stock he alleg-edly conducted through Mr Boesky - produced a profit of only \$6.5m.

Would Mr Milken really have risked his immense wealth and reputation for such footling reputation for such footling gains? The government's indictment suggests an intiguing and controversial answer to this question. IN case after case it suggests that Mr Milken was actually manipulating the markets not for direct personal graphs but in cries to win account for the such as the suggests that the suggests the suggests that the suggests that the suggests that the suggests that order to win corproate finance business for Drexel or initmidate potential adversaries in takeover battles.

If that could be demon-strated, then Mr Romano would have a case that would indeed shake the financial world to its foundations and ultimately implicate even more of the great figures of Wall Street's recently eclipsed

was a series of bombings of

abortion clinics by pro-life activists, there were a number of attempts to sue anti-abor-

tion groups using RICO. Under the RICO law, two

criminal acts not only may constitute a pattern of racke-teering but, if perpetrated by individuals from a political

group, would characterise the group itself as a corrupt enter-

prise and threaten seizure of all its assets.

Court decision was important, Mr Glasser said, because it was

the first time RICO was lim-

being considered in the Senate

Judiciary Committee which would require a civil RICO case to prove that the organisa-

tion itself was guilty of an

offence under the act, not just the individuals belonging to it. It would also limit the current

liability to triple damages which can be used to bludgeon

someone into settling.
Mr Glasser believes there is

a long way to go to amend the law but there are now enough

targets of the act that it has become something of a popular

alliance of drug pushers, porn sellers, organised crime and

securities dealers all fighting RICO," he said. "The problem has been that civil libertarians

do not see the threat until peo-

ple they like are victims."

Now the financial establish

ment is questioning RICO because its own are being

threatened; and liberals, who

cheered when the act was used against the Mafia or Wall Street, worried because book

"We now have an unlikely

Another avenue is a bill

The Fort Wayne Supreme

Milken: man who invented the junk bond

Paying the price for man who invented an entire market

By James Buchan in New York

SUCCESSFUL US investm bankers have always been highly paid. But never, in the history of Wall Street or any market for business capital, has anybody been paid the wages of Michael Milken.

In 1987, according to a grand jury indictment, Mr Milken was paid \$550,054,000 in direct compensation by Drexel Burn-ham Lambert, the Wall Street ham Lambert, the Wall Street investment firm. This is more than all but the first 50 or so US corporations earned that year. In the four years before that, Mr Milken allegedly took home to his modest ranch house in a Los Angeles suburb a further \$500.523 000

a further \$59,623,000.
These astonishing sums are more than just pieces of Americana or symbols of bull-market excess. They are significant for two reasons. If the government has got it right, Mr Milken, who is 42, was much more important to Drexel Burnham than even Wall Street thought.

This raises haw questions about the firm's chances of remaining a top-flight investment firm without him.

Key to case

Mr Milken's pay is also the key to the prosecutors' case. In effect, the US Attorney in Manhattan is saying that Drexel Burnham was simply a giant money-laundering operation, sucking in illegal profits from Mr Milken's alleged securities frauds and paying it out to him

in harmless wages.
Nobody on Wall Street now doubts Mr Milken's significance. Son of a California accountant, Mr Milken invented an entire new capital market for US companies too small, new or ill-capitalised to raise long-term loan money from traditional investors.

Mr Milken, a brilliant and difficult man with enthusiastic supporters and detractors. popularised the so-called "junk bond", a security much riskier than traditional bonds but with much higher interest rates to compensate. This mar-ket is now worth an estimated

In the early 1980s, Mr Milken went one step further. He raised junk-bond money for shell companies and corporate raiders to take over and break up giant and long-established corporations. It was during this period, particularly between 1984 and 1986, that Mr Milken made enemies all over corporate America.

The indicament also alleges that he manipulated, builted and deceived companies in this period, earning Drexel Burnham fees and trading profits that were paid back to him and his associates in wages and

company stock.

In a key passage, the indictment says: "Nearly all of the unlawful proceeds from these racketeering activities allegranketeering activities and real Burnham) and then were passed on to the individual defendants, among others, in the form of extraordinary levels of compensation and substantial stock ownership in

In the most startling allegations in the grand jury indictment, Mr Milken is alleged between 1983 and 1986 to have skimmed away in compensation 28 to 44 per cent of the gross revenues of Drexel Burnham Lambert's junk bond department in Beverly Hills. And junk bonds were Drexel Burnham in those days: in 1983 and 1984, Mr Milken's team allegedly carned between 75 and 80 per cent of its profits. Mr Milken and his brother even charged Drenel Burnham

\$11.2m for the rent of the Bev-erly Hills offices between 1984 and last year.

Drexel Burnham made its peace with the prosecutors late last year, promising to pay \$650m in penalties and with-hold Mr Milken's 1988 compensation. But the price could be

<u>i-1</u>

- 54.

Sliding share

With its premier financier on a leave of absence, the firm's share of the lucrative junk bond market, which was around 50 per cent of all public new issue in the middle of the 1980s, is sliding. In the first quarter of this year, according to Securities Data, Drexel Burnham underwrote only 13.6 Burnham underwrote only 18.6

per cent of new issues.

These figures do not include private issues, and are probably an aberration. But it is quite clear that firms such as Goldman Sachs, Merrill Lynch, First Boston and Morgan Stanley have taken advantage of the turbulence at Drezel Burnham and Mr Milken's absence to muscle in on the market he

Wall Street thinks Drexel Burnham Lambert will survive and comfortably, but it will never prosper as it did under Mr Milken.

Use of draconian law stirs bitter debate

By Janet Bush in New York

THE US Government's use of the draconian Racketeering Influenced and Corrupt Organisations Act (RICO) against securities fraud has stirred up an old and bitter controversy about the law's threat to civil liberties.

The criminal RICO indictment late on Wednesday of Mr Michael Milken, his brother Lowell and Mr Bruce Newberg, a former trader at Drexel Burnham Lambert, highlights some of the major concerns, particu-larly over the forfeiture of

assets before trial.

Mr Ira Glasser, executive director of the American Civil Liberties Union - which has consistently criticised the RICO law - believes that the widespread practice of seizing assets of an enterprise merely upon an accusation of a RICO violation is perhaps the worst abuse of the law as it undermines the most basic tenet that a person is innocent until

a person w proved guilty. "RICO turns up anywhere a prosecutor wants and gives him so much leverage that, instead of trial by the fair means worked out over centuries, we now have trial by extortion," he said.

The demand by the Grand Jury that Mr Milken forfeit \$1.7bn of his assets - which under RICO can be frozen before trial - is widely being interpreted as a government attempt to bludgeon him into a settlement. The threat of RiCO persuaded Drexel Burnham itself to settle last year in a pre-bargaining arrangement, through which it would pay the Government \$650m and plead guilty to six felouies. The ACLU argued at the

Factory orders in

US decline again

By Anthony Harris in Washington

NEW orders for US manufactures fell by 2.3 per cent, seasonally adjusted, between January and Febru-

ary, after falling a revised 1.2 per cent in January, the Com-

merce Department announced

yesterday.

This is the first time for three years that orders have

fallen in two successive months, and it reduces the rise over the last three months 1.2

per cent, below the recent rate

of price inflation in manufac-

At the same time it was



1970 as a method of attacking organised crime rackets hiding behind legitimate businesses that the law was written so loosely that practically any crime could be prosecuted. Nineteen years later, that threat has become fact. Intense passions have been

ignited by the government's use of the law to harry owners of adult book and video stores, an anti-pornography campaign begun in early 1988 by the Jus-tice Department, then headed by the now-discredited Mr

Edwin Meese. The government recently got its first conviction against book sellers using RICO. A Virginia couple were ordered to hand over the entire contents of three book shops and video rental shops although the jury time that RICO was passed in found that very few videotapes

Dr Michael Boskin, conceded

that growth might fall below Administration projections because of tight monetary pol-

icy, but claimed that the recov-ery in the dollar had not gone

far enough to damage the com-

petitive position of US manu-

facturers.
The fall in orders, while it

confirms other recent evidence

of a slowdown, mainly because of weak markets in housing,

cars and computers, does not

at this stage suggest a recession. Order books rose again, for the 27th successive month,

and inventories remained

tight, except in computer and

telecommunication compo-

nents, where there were acute shortages some months ago.

Another sign of continued

growth was a reported 14,000

fall in weekly new claims for unemployment benefit.

orders was an erratic 19.8 per cent fall in the booking of new sircraft orders: the industry is

currently unable to meet demand. There were also sharp

fails in computers (down 11.6 per cent), steel (12.3 per cent), and in construction mate-

The biggest fall in new

were sexually explicit. "Customers could rent any-thing from Star Wars to Casablanca," the ACLU said. It recently sent out a mail shot highlighting this issue. Its letter to the public stated: "The

attack on your First Amend-ment Rights was begun by the Reagan/Bush/Meese Justice Department in the guise of an all-out "war on sex". To prosecute this war, the govern-ment's self-appointed morality squad began using — or misus-ing — a law called RICO." Recently, an important civil

rights victory was won when the Supreme Court examined a case involving Fort Wayne Books, a chain of adult book shops in Indiana which had been found guilty of selling obscene publications.

A local prosecutor then filed a civil RICO action against the chain, asking for and getting authorisation to seize its assets, even before the case went to court. The Supreme Court last

week struck down the section of Indiana state law which authorised the seizure of assets before trial, citing the First Amendment. However, its judgement was limited only to civil, rather than criminal, RICO cases, and only related to assets protected under the

assets protected under the First Amendment.

There has at least been talk about using the law to close down crack houses, buildings taken over by drug dealers to process and deal in the drug. RICO could be used to prosecute the landlord - who may not be involved in the dealing but may be too terrified to turf the gangs out - and to seize his property.

property.
Two years ago, when there

shops are being closed down. Colombia bank on cocaine money charge

By Richard Donkin

A COLOMBIAN bank and its Panamian branch have been charged in the US with involvement in a \$1bn conspir-acy to launder the proceeds of cocaine sales for Colombian drug barons.
Announcing the charges on

Amouncing the charges on Wednesday, Mr Dick Thornburgh, the US Attorney General said indictments by a federal grand jury in Atlanta accused the Banco de Occidente of Panama and the Banco de Occidente of Colombia of conspiring to transfer funds from the US to foreign accounts controlled by Colombia. accounts controlled by Colombia's Medellin cocaine cartel. Officials at the Banco de Occidente head office in Call, western Colombia, said the bank was strenuously denying any involvement in launder-

ing.
Mr Thornburgh said 127 people have been charged in what he described as "the larg-est money-laundering crackdown ever carried out by the federal government."

Authorities have seized a

half-ton of cocaine and \$45m in cash, jewelry and real estate, and have identified more assets for potential sel-zure, he said.

IMF agrees Venezuela credit

By Stephen Fidier, Euromarkets Correspondent

Fund has cleared a \$458m credit for Venezuela, expected to be the first part of around \$4.5bn in IMF loans to the country in the next three As customary with first cred-

its – until recently Venezuela thad a reserve position with the Fund – the country only needs to cooperate with the in an effort to solve its

THE International Monetary balance of payments problems Fund has cleared a \$453m to be eligible. The \$463m, maturing in three to five years, will be available immediately. In each of the three years until end-1991, IMF loans total-ling \$1.5bn are expected for Venezuela. The remainder of

country with debt problems. That facility, which could be agreed in June or July, would involve the signing of a letter

of intent and the agreement of economic targets.

The request for credits predates the debt proposals made earlier this month by US Treasury Secretary, Mr Nicholas Brady, and it is not known how this will affect Venezuela's total financing package.

Court rules in favour of Occidental

By Joseph Mann in Caracas

VENEZUELA's Supreme Court has ruled in favour of Occidental Petroleum, of the US, regarding a large financial claim the oil company filed in May of 1977 against the Vene-zuelan government.

The two-month-old government of President Carlos Andres Perez was eager to get rid of this legal albatross, which for years gave foreign investors a bad impression of Venezuela's judiciary system. The government is suffering from severe financial problems and wants to improve its international image.

Occidental filed a law suit 12

oil exploration work it carried out for the Venesuelan government in Lake Maracaibo under a service contract signed in 1971. The company was to receive compensation for exploration costs, plus a share of future oil production if it discovered petroleum "n com-mercial quantities." Occidental asserted that it did find commercial volumes of crude oil and that the government refused to comply with the

The decision represents a major victory for Occidental, which tried unsuccessfully to obtain court action under three

istrations. It is also unusual since it is the first time in recent memory that Venezue-la's High Court has ruled against the executive branch and in favour of a multi-na-

and in favour of a municulational company.

It is not clear how much money Occidental will obtain from the ruling. In its 1977 claim, company sought to recover the bolivars 181m it had invested in an exploration had invested in an exploration programme. Twelve years ago, this sum was worth \$42m at the prevailing foreign exchange rate. At today's free market exchange rate, however, the same number of bolivars would be worth only \$5m.

FT LAW REPORTS

A digest of the Hilary Term cases

VESTA v BUTCHER.

(CT, February 3)

A fish farm in Norway was insured with Vesta, a Norwagian insurance company, which reinsured the liability with the inderwifers on a Lloyd's form Jl. The original insurance specified a M-bour watch was to be kept on the farm and there was brach of their warranty. However, the insurance was paid out because under Norwegian law the breach of the loss before a policy was rendered mill and wid and in the instant case, the damage had been caused by storm. The reinsurance policy contained a "follow settlements" clause and a claims control clause. In rejecting the underwriters' submission that they did not have to pay the liability under their reinsurance on the grounds that the breach of warranty rendered fibe policy mill and void in English law, the House of Lords stated that in the reinsurance policy, a warranty had to produce the same effect in each "back-to-back" policy.

CUSTOMS AND EXCESS COMMISSIONERS v FINE ART DEVELOPMENTS PLC

(FT, February 7)

Fine Art charged its wholesale customers less than the prices charged by them on sale by retail but it accounted for its output tax on the cards' retail value on direction by the Commissioners of Customs and Excise. After that decision had been successfully challenged, a new direction was issued to account for VAT on the basis of prices actually challenged, a new direction was issued to account for VAT on the basis of prices actually challenged, a new direction was issued to account for VAT on the basis of prices actually challenged, a new direction was issued to account for VAT on the basis of prices actually challenged, a new direction was issued to account for VAT on the basis of prices actually challenged in House of Lords stated that section 14 provided that a tarable pearson should pay tax by reference to five contents of each period "to credit for so much of his input tax as is allowable... and then to deduct that amount from any output tax that is due." It was impossible to construe and apply the statutory return for men of

V DONALDSON LUFKIN & JEN-RETTE INC AND ANOTHER Metall traded on the London Metall Exchange through brokers, AML, which was a subsidiary of the first defendant, a US corpora-tion. One of Metall's traders traded in fraud of Metall and offi-cers of AML connived at the feared Independ was embrared

An more

in the same

Sed in the 11200

n ingelengt. Life of an

2- 3- 16 3 th 圆头 大树地 176 g grade to the second of the

Control to

the ground that the claim was founded on a tort and the act was committed within the jurisdiction. Allowing an appeal in part by the defendants, the Court of Appeal head that with regard to the claim for procurement of breach of contract, while the alleged acts of inducement took place largely in New York, the breaches of contract took place in London where the damage was suffered. With regard to conspiracy, however, it was an insuperable obstacle to the conspiracy claim, since Metall was mable to contend that the sole or predominant purpose of the agreement and its performance was to cause it injury (see Lonrho v Shell [1982] AC 173).

RIEDINWORT BERSON LTD v MALAYASIA MINING CORPORATION BERHAD

(FT, February 10)
In order for a subsidiary of the defendants, MMC, to trade on the London Metal Exchange, MMC negotisted a loan facility of up to 25m with Kleinwort Benson on the basis of a letter of comfort. Paragraph 3 of the letter stated that "it is our policy to ensure" that the subsidiary's business "is at all times in a position to meet its lisalities to you under the above arrangements." The facility was increased to a maximum of £10m under a second comfort letter on substantially the same terms. When the subsidiary went into liquidation and Kleinwort called upon MMC to pay, it was held that the parties intended the letter to have effect as a contractual term. In allowing MMC's appeal spainst that decision, the Court of Appeal held that paragraph 3 was a statement of present fact. It was clear that the comfort letter, to which the parties-resorted after MMC had refused to assume joint and several liability or to give a gnarantee, was known by both sides to place it under a moral responsibility to ensure payment but not under any legal liability so to do.

THE DOMINIQUE

(FT, February 14)

The owners of the Dominique had assigned all har earnings including freight to the Bank of Boston (formerly the Colomb of Bos

cars of AML connived at the fraud. Judgment was entered against AML for over 250m of which more than 243m was unnaid. AML was wound up and Metall sought to recover from the defendants out of the jurisdiction under BSC Ord 11 rule (1)(1)(f) on

powner's breach of contract as a defence to a claim for freight. The continued existence of the rule was unanimously approved by the House in The Aries [1977] 1 WLB 185, and the indefeasibility of an accrued right to advance freight was left unalized by the Law Reform (Fustrated Contracts) Act 1943.

IN RE TEXTRON

(FT, February 15)
Textron had entrusted the task of renewing its patents to a patent agent but the details of a patent were expunsed from the agent's computer system. The renewal fee was not paid and the patent expired but Textron received a reminder notice from the Comptroller. The legal assistant, deputed to deal with patent renewals, did not follow the prescribed procedures and the patent lapsed. Textron's application under section 28 of the Patents Act 1977 to restore the patent within the prescribed period was refused, a decision unheld at first instance and by the Court of Appeal, Allowing Textron's appeal, the House of Lords stated that the fees had not been paid because of 'circumstances beyond [the proprietor's] control," under the terms of 8.28, in that Textron had been entitled to assume that the legal assistant would carry out instructions; it was not within a proprietor's control to ensure that an agent or servant invariably obeyed instructions.

REGINA v THE LICENSING AUTHORITY, EX PARTE SMITH KLINE AND FRENCH

AUTHORITY, EX PARTE SMITH KLINE AND FRENCH LABORATORIES LTD

(FT, February 17) In the instant case, the question was whether English law prohib-ited the licensing authority from ited the licensing authority from having recourse to the confidential information provided by Smith Kline on their initial application for a patent for the drug climetedine, when considering applications by other drug firms for licences of right. Dismissing Smith Kline's appeal from a Court of Appeal decision that the licensing author ity could refer to such information, the House of Lords stated that it was for the licensing authority to compare the information received from the information received from the first and second applicants, and to take into account all other available information, confiden-tial or not, in deciding whether an application should be declined

an application should be declined or granted so to satisfy itself that both products were similar, safe, effective and reliable.

HOLMES v BANGLADESH HUMAN CORPORATION (FT, February 18)

Mr Holmes was killed in an air crash as a pessenger on an internal Bangladesh flight on an air-liner operated by the appellants. In an action by his whow, the appellants contended that the relevant Bangladesh legislation was applicable so that the damages were limited to 2913. Mrs Holmes said that the contract was carriage by air in respect of

which Schedule 1 to the Carriage by Air Act (Application of Provisions) Order 1967 had effect. Allowing the afrines' appeal, the House of Lords stated that section 10(1) of the Carriage by Air Act 1961 conferred an enabling power to apply the provisions of the Hague Convention "to carriage by air to which the Convention applies ... "Thus contracts of carriage by air in direct flights between two non-Convention countries was of no concern to the UK legislature. A fortior that applied to carriage in which the departure, destination and stopping places were all within the territory of a single foreign state. A contract made and to be performed wholly within the territory of a foreign state would normally be subject to the laws of that state and to no other.

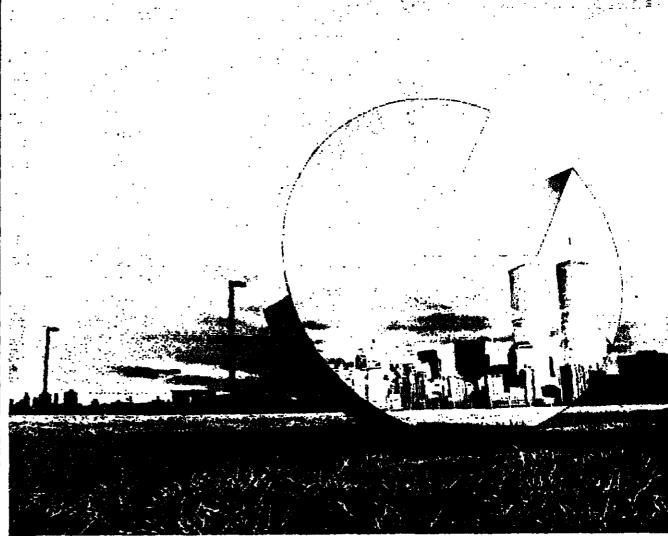
normally be subject to the laws of that state and to no other.

RE STATE OF NORWAY'S APPLICATION (NO 1 and NO 2)

(FT, February 22)
Under the Evidence (Proceedings in Other Jurisdictions) Act 1975, section 1(b), the High Court can make provision for obtaining evidence provided that the evidence is to be obtained for "the purpose of civil proceedings". "Under section 9(1) "civil proceedings". "In a retrospective tax assessment on the estate of a deceased Norwegian ship owner, letters rogatory were addressed to the High Court to obtain oral evidence from the English advisers to two of the trusts involved. The Court of Appeal set the order aside and the State of Norway and the estate appealed. Allowing the appeal, the House of Lords stated that the words "civil or commercial matters" in the 1975 Act could not be construed with reference to any internationally accordable meaning but 1975 Act could not be construed with reference to any internationally acceptable meaning but by reference to the systems of law in the requesting court and the country addressed. The evidence showed that under Norwegian law the proceedings would be classified as "civil". Moreover, the request could not amount to enforcement — direct or indirect — of foreign revenue law.

(FT, February 24)
In an issue in which the bank was an alleged secured creditor and charges of certain shares, it served a request on the defendants for further and better particular. As "Tubless Owler" was dants for further and better particulars. An "Unless Order" was
then made for the particulars to
be served within 56 days but the
solicitors miscalculated the date
and one day before the Order's
expiry sought to extend time and
amend the defence. Judgment
was given for the bank, Allowing
the defendants' appeal on conditions, the Court of Appeal stated
that while court orders had to be
obeyed and a littgant who delibobeyed and a litigant who delib-erately disobeyed such an order should not be allowed to proceed, the defendants had given an explanation for their failure to

RE JOKAI TEA HOLDINGS



No foreign market can be tapped from afar. Let's start at the heart.

Without actually being on the scene, not even the astute observer of distant markets can always differentiale between cause and effect. In-depth insights into market dynamics evolve only from an active

That is why DG BANK maintains its own branches in the world's key business centres. The benefit for our partners: timely

intelligence on new developments, enabling you to judiciously avert risks and capitalise on opportunities.

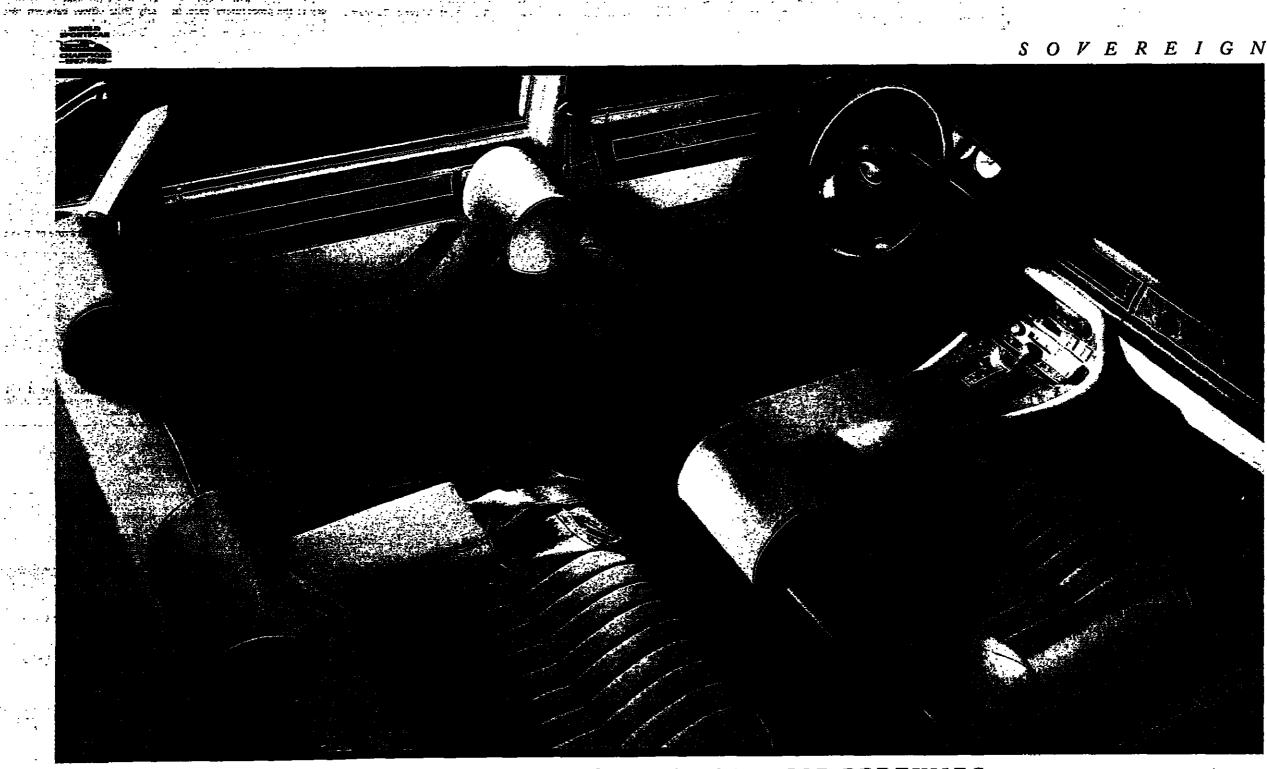
Together you and we explore trade prospects, analyse your product's sales potential. We establish the vital contacts for you, and provide access to attractive new

Head Office: DG BANK, P.O. Box 100651,

Am Platz der Republik, D-6000 Frankfurt am Main 1, Federal Republic of Germany, Telephone: (69) 7447 - 01, Telex: 412291. Telefax: (69) 74 47-1685/1688

Offices in: New York, Los Angeles. Atlanta, Rio de Janeiro, Hongkong, Singapore, Tokyo, Kuala Lumpur, London, Luxembourg, Zurich, Geneva, Budapest The broadly based Bank.





ONE OF THE WORLD'S MOST COVETED PERFUMES.

Sitting in a Jaguar for the first time is an experience that's not easily forgotten.

As the door is eased shut, the reassuring aroma of fine leather and hand-polished veneer floods your senses.

In this respect, today's Juguar Sovereign is no different from its predecessors.

Though in other respects it is worlds apart. The car features nearly developed suspension geometry, and anti-lock braking with yaw control.

Equally advanced is an air conditioning system that controls the degree of humidity, and has a solar sensor that actually adjusts the temperature as the weather changes.

Likewise, performance is suitably go-ahead. Satin smooth, all the way to a jot under 140 mph " - legal and road conditions permitting, of course. Not surprisingly, few cars can follow the scent. JAGUAR* MANESIACTURES SESTEMATE FOR MON-CATALYST CARE, JAGUAR CARSLED., COVENTRY, ENGLAND

Water industry allocates billions to purity scheme

THE BRITISH water industry is planning to spend "many bil-lions" of pounds to comply with European Community (EC) water purity standards, UK Government officials said

yesterday.
Some EC officials have suggested the cost of complying with the Community's 1982 directive on drinking water purity as £9bn. But a spokes-woman for the Department of the Environment in London yesterday said the estimate

was a "gross exaggeration". She confirmed, however, that 21bn would be spent separately to bring British beaches up to EC standards by 1995, a doubling of the present rate of

The rough scale of the spend-ing needed to modernise and update purification plants emerged yesterday after the Department of the Environment's (DoE) first informal appraisal of the water authorities' investment plans, most of which were submitted just

The cost of the plans is likely to increase the controversy in Britain over the price increases expected after the privatisation of the water authorities. The Department aims to complete its full assess-ment of the authorities' plans by the summer, and of the implications for the new pri-

warned that consumers will have to meet the bill for drinking water purification, although it has declined to forecast exact price rises. It estimates that complying with the EC rules would add between 7.5 per cent and 12.5 per cent to prices in real terms.

lows a recent attempt by Mr Nicholas Ridley, the Environment Secretary, to persuade the European Commission to allow UK water companies a temporary exemption from having to comply in full with with EC water standards. "Confidential discussions are

could be an agreement," said an EC official. The DoE has also kept the Commission in close touch with the industry's investment plans as they According to EC officials, the

water authorities' plans envis-age taking water purity stan-dards well beyond those in the drinking water scheme, because it is thought costeffective to do so.

Officials say it is not yet possible to set an exact price on the process because the plans are still being submitted. Nei-ther is it known how much is genuinely new spending and what represents routine invest-ment that would have taken

20 full-time academic staff and

200 students. The UGC is set for abolition.

Science units to merge or close in 20 universities

By David Thomas, Education Correspondent

UNIVERSITY authorities are pressing ahead with plans to close or merge physics and chemistry departments in up to 20 universities.

The UGC yesterday divided physics and chemistry departments which do not meet this The University Grants Committee, which distributes Govcriterion into two categories: those which would survive by ernment funds to higher education, yesterday endorsed reports published in November having students transferred to which said the minimum effecthem from other departments tive size for university physics and chemistry departments is and those which could not survive in their present form.

The Government has already

Yesterday's development fol-

continuing. We think there

Ferranti's announcement will add to fears of more redundancies elsewhere, par-ticularly if the proposed take-over of Plessey by GEC and Siemens, of West Germany, is successful. Analysts believe the integration of the two British companies could lead to rationalisation in telecommu-nications and defence busi-

pean sector.

Ferranti's reorganisation is aimed to at concentrating its civilian computing division at the Oldham plant where emphasis will be put on five main areas — industrial systems, air transport infor-mation systems, health care, communications systems and

Ferranti to

lose 700

reshuffle

By Terry Dodsworth, Industrial Editor

THE UK electronics industry

suffered its second hig blow within a week late on Wednes-

day night when Ferranti, the

defence electronics group, announced 700 redundancies

at its Wythenshawe plant. The reorganisation of the

company's computer systems group follows the decision by ICL, Britain's leading com-

puter manufacturer, to close its plant in Hertfordshire, with

the loss of 500 jobs.

Ferranti will be cutting a total of 900 jobs at Wythenshawe, but the net loss of jobs will be reduced by plans to create 200 posts at its Oldham plant in Lancashire.

try beaute the 1992 harmonisa-tion of Europe's markets. "This is yet another nail in the coffin of the British elec-tronics industry at a time

when our major companies ought to be playing their part in building a successful Euro-

jobs in

energy management.

The company told workers that it intended to emphasise a number of core businesses. It is known mainly for military electronics and computer operations and has been progressively running down its civilian computer business

Mid-week special reports 'the good news'

Raymond Snoddy reveals the secretive planning behind The Observer's Fayed scoop THE STORY of one of The Observer's most sought after

scoops began on Good Friday when Mr Rowland "Tiny" Rowland, chief executive of Lonrho unexpectedly summoned Mr Donald Trelford, editor of his Sunday newspaper, to his Buckinghamshire home.

The only thing that Tiny said was that he had good

The "good news" was some-thing that the Observer City staff had been trying to get their hands on for months — a copy of the report of the inspectors appointed by the Department of Trade and Industry to inquire into the acquisition of the House of Fraser by the Fayeds.

The report had come to Lon-rho, the international conglom-erate, as Sir Edward du Cann, the Lonrho chairman explained in a letter to Lord Young, the DTI secretary, "unsolicited and anony-mously."

plant in Lancashire.
Mr Larry Brooke, national officer of the MSF general technical union, described the aunouncement as a "bombshell" and disturbing evidence of a shake-out in the UK industry before the 1992 harmonisation of Eurone's markets. mously. The fact the copy came direct to Lourho and not to The Observer had considerable influence on what subsequently happened.

If the Observer editor had been able to get access to the report, it is believed, he would have published last Sunday.

Mr Rowland, looking for some further ammunition against the Faveds insisted.

against the Fayeds insisted, however, that Lonrho share-holders should be told of the findings of the DTI inquiry first and proposed that this should happen at yesterday's annual general meeting.

The decision of the Observer

owner posed serious problems. There was the great danger that as soon as Sir Edward raised the issue of the report from the Lonrho platform an injunction would be served on The Observer to prevent publi-

cation this Sunday. After further discussions on Tuesday Donald Trelford hit on the idea of a mid-week special to be distributed throughout the country and at the Lonrho

As the 16-page special announced rather portentously yesterday: "It is not unknown for The Observer, in the course of its 200-year history, to publish a mid-week edition. Late on Tuesday, in consid-

erable secrecy, two secretaries started entering the body of the report into the Observer's computer system.

On Wednesday Mr Treiford, who should have been on holiday this week, and four other Observer journalists, City edi-tor Melymn Marcus, Mr Jeremy Hunt, managing editor, Mr Stephen Pritchard, produc-tion editor and lay-out special-

cial together. It was "off-stone" - ready for printing - by 11pm and during the night more than 200,000 copies were printed in Portsmouth, Sunderland and Glasgow and fed into the normal newspaper distribution

The special issue was still being sold for 25p by news vendors yesterday afternoon after the Department of Trade and Industry obtained an injunc-tion to bar its publication.

KEY DATES IN THE HOUSE OF FRASER SAGA

1977: Lonrho buys 24.5 per cent of Scottish & Universal investments (SUITS) from the Fraser tamily, giving Lonrho an initial stake in House of Fraser which had risen to 19.5 per cent by the year's end. "Tiny" Rowland and Lord Duncan Sandys, Lonrho's chairman, joined the HoF board. 1979: Lonrho completes the acquisition of SUITS, taking its holding in House of Fraser to 29.9. per cent.

1980: Professor Roland Smith and Ernest Sharpe join Hof board, Smith replacing Rowland 85 deputy-chairman. An executive committee is formed, excluding Rowland and Duncan Sandys.

1981: Sir Hugh Fraser replaced as chairman of HoF by Smith. London makes a \$220m bid but this is referred to the Monopolies and Mergers Commission. The MMC rules that the bid is

against the public interest; Lonrho undertakes not to increase its holding. 1982-83: Lorano says it does not wish to pursue its bid for the time being, but launches & campaign to demerge Harrods from House of Fraser. The proposal was finally defeated at an EGM in June 1983. Meanwhile, the Government starts an investigation into various Hos-

1984: In May, the Department of Trade and Industry refers the HoF issue to the MMC; of

October 30, the DTI extended the MMC investigation by three months. On November 2, Lontho sold its 29.9 per stake to the Fayed brothers for £133m.

1985: (March 4) The Fayeds launch a £615m bid for HoF. Ten days later, Mr Norman Tebbit, then Trade Secretary, ruled out any referral of the Fayed bid to the MMC and at the same time released Lontho from its undertailing not bid. Lontho alleged that the bid was not wholly funded from the Fayeds' personal resources.

funded from the Fayeds' personal resources.

1987: (April 9) Lonrho campaign against the Fayeds is rewarded. Mr Paul Channon, Trade Secretary, appoints two inspectors to investigate the House of Fraser takeover under Section 432 of the 1985 Companies Act.

1988: (July 23) The inspectors deliver their report to Lord Young, Mr Channon's successor.

1968: (July 23) The Inspectors deliver their report to Lord Young, Mr Channon's successor.

(July 29) the report is passed on to the Serious Fraud Office. In September, Young says that the SFO needs more time to investigate and as a result the report cannot be published. Lonrho initiates proceedings for judicial review of Lord Young's decision not to publish. (November 25) Lord Young says that the report will not be referred to the MMC. 1968: (January 17) the High Court orders Young to refer the report to the MMC and to reconsider his decision not to publish.

This was overturned by the Court of Appeal on January 20; Lonrho says it will appeal to the House of Lords.

ist Dave Randall put the spe-

Observer journalists were taken by surprise and were at first alarmed that the paper's integrity was being compro-mised in the wars between Lourino and the Fayeds.

Mr Anthony Howard, until recently deputy editor of The Observer said yesterday: "It is a great coup and I am delighted that the Observer has been vindicated. But there are ways and means of doing things and the coincidence between the publication of the special report and the Lourho AGM is not something I feel

entirely happy about." Yesterday, however, Mr Trel-ford addressed his journalists and appeared to convince most

of them what he did was the right thing to do in the circum-

By coincidence next week The Observer launches a new £2m advertising campaign to try to half its declining circulation, The siogan will be : "A different set of values. A differ-

Texaco first to raise petrol price

TEXACO last night became the first oil company to increase petrol prices in Britain with a rise of 6.8 pence a gallon (4.56 litres) on high octane and unleaded fuel.

The jump to 187.8p a gallon, described by the company as "inevitable", took effect at midnight. It was its steepest single increase for more than four

With other big oil companies also complaining about inade-quate returns on their capital investment, prospects are growing that prices could approach £2 a gallon by midsummer.

Texaco, the fourth-biggest distributor in the UK with 1,400 outlets, blamed the rise on the cost of crude oil. By moving first, Texaco's price has leapfrogged Shell, which on Tuesday said it

needed a 10 pence rise on its 181p a gallon in order to bolster its downstream business. Shell owns or controls more than 2,600 retail outlets and, with Esso, is the joint UK market leader. BP, the third biggest suplier, with more than 2,100 outlets, also says increases are inevitable, but, like Shell, was last night was still awaiting

the right moment.

Texaco sought to justify the increase by saying that yesterday's Rotterdam spot petroleum price was more than 24 per cent higher than at the beginning of the month
it also said that despite the
latest rise, prices were still
lower than in 1985.

Bar cleared to take work without using solicitors

THE BRITISH Bar's 5,200 barristers will be able to accept work from some professional bodies without using a solicitor as a go-between from next week, the Bar Council said yes-

Until now barristers - the group of UK lawyers with sole rights of audience in Britain's higher courts - have been allowed to accept professional work only from a solicitor,

The move is unconnected

papers on legal reforms, but follows a decision by the Bar

follows a decision by the Bar Council last November after two years of investigations. Since then, a special commit-tee has been working on guide-lines under which the direct access scheme will operate. Professional bodies will have the choice of going direct to barristers for advice, drafting of documents and where acting of documents and where acting as an advocate before a tribu-nal, inquiry or an arbitration.



The art

ABB is a world leader in electrical engineering.

You can find us in 140 countries. We are known for being truly multidomestic.

of being lo

worldwide.

We have a well-established presence in almost every industrialized country, based on long-standing

business partnerships with customers in power generation, transmission and distribution, industrial automation, transportation systems, environmental control, and other related fields. In addition to nationwide sales and service organizations; we have manufacturing facilities in 30 countries.

Although our roots are European, our 180,000 employees are spread worldwide. There are over 30,000 of them serving customers in the Middle East, Africa, Asia and Latin America. Where they are at home, we are at home.

We play an important part in the development of industry and local infrastructure. That means much more than winning contracts. It means being there and knowing a country well. It means investing locally and becoming a part of the community.

If your interests are international, you will find ABB products and services wherever you do business. And you can be confident that ABB has what it takes to stay ahead in industries that compete on global terms.

If your interests are local, then we are right there with youas insiders.

At ABB, we are local worldwide. And proud of it.





It costs £3.4 million a day to fill. And £4.1 million a day to empty.

Figures quoted refer to financial year 1987/88.

· Works

A glass of water costing £7.5 million may seem extravagant to our customers.

It is in fact an incredible bargain.

After all, the price does include 140,000 miles of piping and 5,000 reservoirs and water towers.

Not to mention 3,000 pumping stations thrown in to keep things moving.

Every 24 hours, 48,000 people are employed by an industry that delivers more than 2,000 million gallons of water a day to 74% of the total population of England and Wales. And that's just half the story. The next stage is even better value as the water and sewage businesses must deal with around 3,500 million gallons of sewage daily.

This means passing it through 150,000 miles of sewers to reach over 6,400 treatment works with the help of 14,000 pumping stations.

Total price per day: £7.5 million.

To our customers less than 40p.

If you'd like to know more about us,

If you'd like to know more about us, write to: The Water Authorities Association, P.O. Box 358, London SW1H 9YQ.

s,

The 10 Water and Sewage Businesso of England and Wales.

In Brief

NEW ZEALAND FOREST PRODUCTS FINANCE N.V.

USS 20,000,000 Guaranteed Series A Notes due 1992 US\$ 20,000,000 Guzranteed Series B Notes due 1992 USS 10,000,000 Guaranteed Series C Notes due 1995

Notice is hereby given that Lloyds Merchant Bank Limited has resigned as Fiscal Agent with effect from the date hereof. Lloyds Bank Pic at Faryners House, 25 Monument Street, London EC3R 8BQ has been appointed successor Fiscal Agent.



London 31 March 1989



Korea Exchange Bank

£50,000,000 Floating Rate Notes due 1995 Notice is hereby given that Lloyds Merchant Bank Limited has resigned as Fiscal Agent and Agent Bank with effect from

Lloyds Bank Pic at Faryners House, 25 Monument Street, London EC3R 8BQ has been appointed successor Fiscal



London 31 March 1989

sveimer U.S. \$100,000,000

Floating Rate Participation Certificates Due 1992

issued by Morgan Guaranty GmbH for the purpose of making a loan to

Istituto per lo Sviluppo Economico dell'Italia Meridionale (a statutory body of the Republic of Italy incorporated under

Law No. 298 of April 11, 1953) In accordance with the terms and conditions of the Certificates, the rate of interest for the Interest Determi

Period 31st March, 1989 to 28th April, 1989 has been fixed at 10¹³/16%. Interest accrued for the above period and payable on 31st July, 1989 will amount to US\$84.10 per US\$10,000 Certificate.

Agent Morgan Guaranty Trust Company of New York London Branch

UK NEWS

CEGB abandons plans for £1.3bn power station

By Maurice Samuelson

THE CENTRAL Electricity Generating Board has formally abandoned plans for a £1.3bn coal-fired coastal power station at Fawley, near Southampton, because of uncertainty about its prospects after the electric-ity industry is privatised. The decision, which will

deeply disappoint UK power plant manufacturers and coal suppliers, means that no more large-scale coal burners are likely to be opened in Britain this century.

Instead, new demand is expected to be met by smaller-scale gas or coal stations, a greater use of oil and by the new nuclear power plants demanded by the present Gov-ernment to ensure diversity of

The Fawley station would

have been owned and operated by National Power, the bigger of the two private generating companies to be created after the industry's sale.

Its two 900 MegaWatt units were to have been the biggest built in Britain. Europe's largest cost cost hurning station at est coal-burning station, at Drax, North Yorkshire, consists of six 660 MW sets.

The CEGB has cancelled it after failing to secure a long enough contract for its output from the 12 area electricity boards of England and Wales which purchase bulk electricity for sale to the public.

There are also plans for two similar power stations - at West Burton, assigned to National Power, and at Kings-north, Kent, a site allotted to PowerGen, which will become ts rival after privatisation.

Unlike Fawley, which faced strong criticism by Hampshire County Council and New Forest District Council, the new West Burton station has been regarded as a political reward for the Nottinghamshire coal industry's defiance of the 1984-85 coalminers' strike.

If National Power failed to win a contract for West Burton from all 12 electricity distribu-

'The world of opportunity opens up with the opportunity of travel'...

tion boards, talks may open with a consortium of three local boards – Midlands, East Midlands and Yorkshire. However, it is felt in the industry that the prospects of a deal there or at Kingsnorth are not markedly stronger than at

The Fawley scheme was also bedevilled by strong local environmentalist objections. But both the CEGB and the area boards agree that from the strategic point of view it is a good site and that in the long run a new power station will be established there.

However, with so many

However, with so many alternative proposals for meeting their short-term capacity needs, electricity officials believe it will be at least another decade before a largescale new plant will be needed. Nick Garnett writes: The Fawley decision will deepen apprehension already felt by Britain's power industry suppliers. The cancellation of all three stations, however, would be a serious blow to the indus-

Northern Engineering Indus-tries had won the design contracts for the boilers for all three stations and GEC the design contracts for the turbines. Cancellation of all three stations would be more serious for NEI than for GEC.

NEI has no significant boiler orders. It is also about to finish work on its existing contracts. These are the conversion of the boilers for Kilroot, Northern Ireland from oil- to coal-firing, and finishing work on a boiler for Brazil.

Mr Terry Harrison, NEI's chairman said earlier this month that he expected two of the three large British stations to go ahead. NEI is due to complete design contract work for these stations this year.
Abandonment of the pro-

gramme would also hit GEC. GEC's turbine manufacturing facility though is reasonably well stocked with work.

Edinburgh meeting calls for political devolution

Scotland claims right to home rule in campaign for assembly

Westminster, London,

There were noticeable gaps

THE CAMPAIGN to create an independent Scottish assembly moved into a higher gear yesterday with the first meeting in Edinburgh of the Scottish constitutional convention, a 212-seat body on which Scottish politicians, local authori-ties, trade unions, churches and other organisations are

epresented. At a dignified and confident meeting in the austere assem-bly hall of the Church of Scotland, the convention endorsed a "claim of right for Scotland" which acknowledged "the sov-ereign rights of the Scottish people to determine the form of government best suited to their needs."

The meeting of the convention - a forum which has pre-cedents dating back to the 14th century - is the culmination of a 10-year struggle by the Campaign for a Scottish Assembly, a pressure group born after the failure of the 1979 referendum to secure a Scottish assembly. The gathering is to meet in several different Scottish towns over the coming year, while an executive committee draws up a scheme for an assembly for which it hopes to drum up popular support, before presenting it to the Government, based at

By Maurice Samuelson

day by British Petroleum.

CONTRACTS and equipment

purchases for a new North Sea oil platform worth more than 2400m were announced yester-

The contracts, worth £200m, are for BP's Miller oil and gas

field, Britain's largest current

offshore development project, to cost a total of £1.3bn.

They will ensure thousands of jobs in fabrication yards in

Scotland, the North East and

Some of the work will begin

immediately and the produc-tion platform should be towed

to its site 270 miles north-east

East Anglia.

among the otherwise crowd benches in the assembly hall yesterday as neither the Con-servative Party nor the Scottish National Party is participating in the convention. The Conservatives, who oppose the idea of a Scottish assembly, have ignored the convention from the start.

The SNP pulled out after a preliminary meeting, claiming that it was a Labour-dominated body not prepared to give full consideration to independence for Scotland.

The Scottish Council Devel opment and Industry which represents industry, sent an observer. Consuls representing foreign countries looked on. Canon Kenyon Wright. launching the convention, said the claim of right was directed against "the despotic abuse of power by an arbitrary govern-ment" and the "systematic vio-lation" of the 1707 Treaty of Union. He raised the question of what would happen if Mrs Margaret Thatcher, Prime Min-ister, rejected the plan for a Scottleh assembly. "If we produce a detailed scheme which has the backing of Scotland's people what happens if that other voice we all know so well

BP places £400m N. Sea orders

of Aberdeen in the summer of

1991. Oil production should start early in 1992. More than 7,000 people will

be involved in the project,

some 5,000 as employees of the

were among the biggest it had awarded to offshore suppliers

for several years.

Winners of the £200m clutch
of contracts included: Press
Offshore, of Wallsend, Tyne
and Wear, Redpath Offshore, of
Middlesbrough, Cleveland;
Highland Fabricators of Nigg,
on Cromarty Firth, to build a

for several years.

BP said yesterday's contracts

responds by saying: We say no and we are the state. Well, we say yes, and we are the peo-

Mr David Steel, the former Liberal leader who was elected joint chairman of the convention, along with Mr Harry Ewing, the Labour MP, said: The say of Scotland in its own government has diminished, is diminishing and ought to be

Mr Donald Dewar, Labour's shadow Scottish secretary, said: "Acid memories of the past decade have concentrated the public mind on the need for change." He said that the convention was "a high risk strategy and there will be many who are hoping desper-ately that it fails."

He warned there were "major differences of policy and sometimes principle which cannot simply be washed away." The Labour Party, he said, wanted a directly elected assembly responsible for mat-ters affecting Scotland.

Mr Malcolm Bruce, the leader of the Social and Liberal Democrats in Scotland, said that the status quo in Scotland was "intolerable and unacceptable. We want nothing less

module and a steel jacket; and SLP, of Lowestoft, Suffolk, in a

joint venture with Oilfab

The field contains 300m bar-

reis of recoverable reserves of oil and 570bn cubic feet of gas.

Most of the gas will be piped ashore to be used at Scotland's

Peterhead power station. BP has a 40 per cent stake in

the field and 50 per cent of the

gas transportation system. The other shareholders in the field

are Conoco, Saxon Cil, a sub-sidiary of Enterprise Cil, and the Kuwaiti-owned Santa Fe oil

train order worth £12m in Thailand

BREL wins

By Peter Montagnon, World Trade Editor

BRITISH Rail Engineering Ltd., (BREL) has won the first export order for its Sprinter Express diesel trains. It is to sell 12 driving units and eight trailing vehicles to Thaisand's state railway for £12m. The deal has been won with

aid backing worth 24m from the Government's Aid and Trade Provision, but is regarded as further evidence of a breakthrough for the UK in a market which is heavily dominated by Japanese suppliers.
It follows a 537m railway signalling order won in January
by GEC-General Signal
financed by Japanese aid.

Rico in immigrants

A SHARP increase in the number of immigrants allowed to settle in the UK in the final quarter of 1988 - 12,700 compared with 10,400 for the corresponding period in 1987 was reported by the Home Office yesterday. The total number of hund-

grants allowed to take up per-manent residence in 1988 was

Air travel warning.

MILLIONS of UK air travel hers could be denied flights if additional terminal and runway facilities are not devel-

oped.

The Air Transport Users'
Committee, the UK air travellers' watchdog on travel problems, said by the year 2009.

"Warm of nessengers could be millions of passengers could be diverted from London's air-

Symphony sponsor BRITAIN'S oldest professional symphony orchestra, the Halle, is being sponsored to the tune of up to 2500,000, it was amounced today.

The man behind the deal, Japanese businessman

Kazuaki Tazaki, chairman and managing director of Brother International Europe.

Political award

MR John Biffen, the former mons, is to be one of the judges of the T. E. Utley Memorial Award for the most promising young political writer in the English language.

The sward normal

is aimed at writers under the

ABOUT a third of NHS hos ottal patients in London have o wait longer than a year for atment according to riet Harman, the Labour Par

Power prices in Scotland to rise by 8% from April

By James Buxton, Scottish Correspondent

SCOTLAND's two electricity boards are raising their tariffs by 8 per cent from April 1. The rise, the first for 12 months, is than the 5.8 per cent average price rise for whol Generating Board for England

Both the South of Scotland Electricity Board and the North of Scotland Hydro-Electric Board put part of the have been in dispute over coal supplies for more than a year but reached a partial agree-ment last week after govern-

ferred to the need to meet the Government's financial tar gets. The Government rece set a target of a rate of return on assets of 2.7 per cept for both boards for 1989-90 - compared with a figure of 2.8 per Both boards are due

March 30, 1989

blame for the rises on the need **CUSIP NO. 313311 TQ 5** CUSIP NO. 313311 TV 4

Japan Air Lines offers more flights from Europe to Japan than any other airline. Over 30 flights a week, 15° of which are non-stop, conveniently scheduled to leave in the evening. We also fly to 60 destinations worldwide making us Japan's number one international airline.



Federal Farm Credit Banks Consolidated Systemwide Bonds

10.00% \$885,000,000 **DUE JULY 3, 1989**

10.25% \$1,265,000,000 **DUE OCTOBER 2, 1989**

Interest on the above issues payable at maturity

10.25% \$620,000,000

CUSIP NO. 313311 UY 6 **DUE APRIL 2, 1990** Interest on the above issue payable October 2, 1989, and at maturity

Dated April 3, 1989

Price 100%

The Bonds are the joint and several obligations of the Banks of the Farm Credit System and are issued under the authority of the Farm Credit Act of 1971. **The Bonds are not obligat** of and are not guaranteed by the United States Gov

Bonds are Available in Book-Entry Form Only.

Federal Farm Credit Banks Funding Corporation

This announcement appears as a matter of record only.



Inner-city transport

The conflict between customer and cost

Kevin Brown talks to the man who has taken on board the problems of running London Buses

ohn Telford Beasley, chairman of London Buses and chief execu-tive of London Regional Transport, keeps a fading sheet of A4 paper on the wall of his office. It is a record of the week he spent driving the number 65 bus from Chessington to Eal-

Beasley says getting a public service vehicle driving licence was one of his top priorities when he took over London Buses in 1984. "What you have to do when you go into an industry is to identify the critical factor. In this business that is picking people up at bus stops. I thought I needed to

stops. I thought I needed to find out what the job was like on the streets," he says.

The experience left him with mixed feelings about London's famous red Routemaster buses—the ones with the open platform at the back—partly because of the lack of contact between the driver and the between the driver and the public, and partly because of

the inherent dangers: every so often someone falls off.

But he says it also gave him a valuable insight into the practical problems faced by drivers, and the vital importance of the bus network to many Londoners. Beasley talks a lot about the

public service ethic, as you would expect of the chairman of an organisation which has been in municipal or state ownership for several decades. But he talks a lot more about the importance of marketing and cost efficiency, and most of all about keeping the customers satisfied. (He concedes that this kind of remark is likely to provoke a hollow laugh from anyone who has ever waited haif an hour for a No 11 bus only to find that three turn up

1000

그 사무학원 및

11 7×1

1.00

- - ---

101 523 M

- 7.7

A PART OF

L. VICE

171.00

 $z = (x_1, x_2, \dots, x_n)$ 1,546, 25 12174 22

---Actor State word hit?"

20 mm 200

مسخار المراز لاومان مالدول ميو

القائدة . القائدة . ورا

ela cred

together.)
Beasley's emphasis on cost cutting and the importance of the market sits slightly measily with the public service philosophy, and is clearly part of the preparation of London Buses for eventual transfer to the private sector. But he insists that the two approaches are not incompatible, and that they can be welded together to create an organisation which is

both profitable and dedicated to public service.

Beasley was brought into London Buses by Lynda Chalker, the former Transport Minister, from Warner Lambert, the US pharmaceuticals group. At both Warner Lambert and during an earlier stint at Cadbury Schweppes, the confectionery and drinks group, he was responsible for rationalising a number of sub-sidiaries and conducting diffi-

His appointment was opposed by some London Transport executives, who would have preferred a profes-sional bus man, even from another city, to an outsider. But Beasley says he was brought in as "an agent of change" by a government which was about to launch a major shake-up in London's

cult negotiations with trade

"I think it was significant that someone came in who was used to major reorganisations and to handling unions," he says. There was some questioning of why they had brought in someone who was not a bus person. But there were plenty of people in the industry who would have fitted the profile if you wanted a transport person. My profile only fits if you wanted a change, and increased cus-

Beasley arrived at London Transport, as it was then called, just after it was removed from the control of Ken Livingstone's left-wing Greater London Council and re-established as London Regional Transport, a stateowned corporation.

That upheaval was followed.

by an internal reorganisation in 1985, when LRT split its Underground and bus operations into two stand-alone operating companies, reserving a strategic planning role for

But the biggest shake-up came later that year in the 1985 Transport Act, which provided for the privatisation of the state-owned National Bus Company and deregulated the bus industry in most of the country. The Act provided for full deregulation to be delayed in London until the early 1990s, but required LRT to put much of its network out to tender. "This came as a big cultural shock to London Buses," Beasley says. "The thought of exposing London's red buses to competitors was very strongly opposed by the unions, and by some levels of management, which took the view first that it would never happen, and then that we would easily see off the 'cowboys'."

n fact, six of the first 12 routes put out to tender by LRT were awarded to private sector competitors. "Actually, I was relieved that we had kept 50 per cent, especially as we were up against some very good competition, mostly from privatised subsidiaries of the National Bus Company. But if we projected that rate of suc-cess forward it looked very cess forward it looked very bad," Beasley says. "It wasn't so much the

arrival of the cowboys as the arrival of the Mounties to rescue the consumer. Our competitors showed they were capable of running bus routes in London, and that was a very real shock to the whole organisa-tion. We had to get our act together very quickly. It was that or be wiped out.

Beasley says his strategy for fighting back against the pri-vate sector was to improve the viability of London Buses by getting costs down, and to reverse a long-term decline in passenger numbers by switch-ing the focus of the company from staff to customers. In effect, this was an attempt to transform London Buses from a producer driven organisation to one led by customer

When I came here I found "When I came nere I found the logistic strengths you would expect after 50 years of monopoly services," he says. "We schedule 5,000 buses on 320 routes and carry 3½m peo-ple a day. That is a great achievement, especially with our excellent safety record. But there was insufficient attention there was insufficient attention to thinking about the passengers out there, and there were



John Tellord Beasley: "The critical factor is picking up people at bus stops"

cost inefficiencies caused by the cosy relationship between management and unions neither of whom was thinking too much about the people who were fitting the bill."

Beasley has used the competitive pressures introduced by route tendering to cut unit costs by 20 per cent in real terms since 1966. He says this has been achieved by putting a stop to some of the "lax praces" which grew up during the monopoly years, such as overtime payments of up to three times basic wages to some staff.

Scheduling methods have also been changed. "A minute or two saved by each bus makes a big difference when you magnify it by 5,000 buses," Beasley says. Most noticeably, one person operated (OPO) buses have replaced the ageing Routemasters on many suburban routes, reducing the scope for delays caused by absentee-

Beasley is very keen on the interaction between hus staff and the customers, and has set up a training scheme to show driver/operators how to look after passengers. He has also appointed the organisation's first marketing director in an attempt to widen the customer

"Most people only use one or two bus routes, and they don't care much about what is happening elsewhere in London. So if we can just get people to use a third local route we have won the battle," he says.

The management structure of the company has been far

from immune to the shake-up of the past few years.

Traditionally, London Buses operated through a matrix of engineering personnel and operating departments superimposed on a regional struc-ture which divided London

into five divisions plus a spe-cially supervised central area. "One of my first impressions of the company was that there were too many layers of management between the board and the bus stops." Beasley says. "It was too big and too centrally-dominated. We needed a structure where decisions could be made much closer to the customers."

Beasley was galvanised into doing something about this bureaucratic inertia by the prospect of full deregulation of London's bus services - expected in 1992 – which will mean that any would-be operator will be able to start a service on any route anywhere in the cap-ital simply by giving six weeks' notice to the Traffic Commis-

Beasley believes that London Buses is too top heavy to compete in this environment in its present form.

The solution, now being implemented, has been to break up the company into 11 local units, plus a coaching subsidiary, each of which will have responsibility for all ser-vices within its area.

vices within its area.

For the time being, the new companies will report directly to the board of London Buses, and will have to stick to routes handed over by the parent company and charge centrally

approved fares. But once deregulation is implemented, the companies will be in competition with each other and whatever other companies enter the market. Beasley also says quite clearly that he expects the new companies to be privatised. probably a year or two after deregulation, which would imply 1993/94.

What we are trying to do is to stay a step ahead of the Government," Beasley says. "At this stage I want us to be fit, lean and innovative, with an eye on the customer, so that when they lift off the protective net we will not be faced with the chaos that happened in the rest of the country."

London Buses has improve its "striking rate" for tendered routes significantly as the reforms of the last few years have worked through, and now holds around two-thirds of the route mileage open to competi-tion. But Beasley admits that there is still plenty of room for improvement, especially since the long-term decline in passenger numbers is forecast to continue with a further 2 per

cent fall this year.

"The great thing about getting these companies ready to go now is that they will have the whole of 1989/90 to sort themselves out (under central supervision) before they have to set their own budgets in 1990/91. That means they will have a full year's track record as independent companies before deregulation. That will give them a very fair opportunity to run themselves in."

Putting the theory into practice

Michael Skapinker explains how to ensure customer satisfaction

f asked, most managers will say that they think improved customer service is the key to competitive success. Why, then, do so many of their organisations fail to pro-vide it?

A survey of more than 1,000 European managers, carried out by Management Centre Europe and John Humble, a consultant, provides the answer. While everyone likes the idea of customer service, not all companies are prepared to invest time and money in it, Of all the managers surveyed, 85 per cent said that

providing superior levels of customer service was one of their key responsibilities. Only 55 per cent, however, said that customer service was a priority in their organisations.

Just how little importance companies really attach to cus-tomer service became clear

whether their organisations had provided employees with training in customer service.
Only 38 per cent of those sur-

veyed said that most mana in their organisation had taken part in a training or learning activity on customer service. Sixteen per cent said they had not. A further 36 per cent said that their managers had not had any customer service training, but that it would be a good idea if they did. The organisations concerned

had devoted even less time to training their own employees. Only 27 per cent said that their non-managerial staff had been trained in customer service. Twenty-three per cent said they had not. As many as 40 per cent said they had not, but thought they should be.

"There is a paradox." the authors of the survey say. "Where training is not pro-vided, a substantial number of managers say that it should be. So what gets in the way? The neglect of middle manager service training is particularly dangerous. Without their sup port new strategies on service will just not get implemented. "Jan Carlzon, president of the airline SAS, says that middle managers become hostile and counter-productive when sed. Another danger: too many of the training programmes for non-managerial staff turn out to be one day

theatrical events' or simplistic 'smile courses' rather than serious action learning."

When the respondents were asked whether they compared their standards with those of their competitors, the answers were just as discouraging. Only 24 per cent said that their company systematically bought the goods and used the services of their competitors. Another 37 per cent said that they did so when they got round to it. Twelve per cent said they did not really know whether they analysed their competitors or not. Another 12 per cent said they did not, but thought that it would be a good idea if they did. And 12 per cent simply said they never looked at what the competition

The authors of the survey argue that managers who gen-uinely want to provide a decent level of customer ser-vice need to consider the following 10 questions:

• Have I explained to my staff the company's policy on cus-

tomer service?

• Have I agreed specific goals and performance benchmarks with my staff? Do we regularly measure and discuss progress and prob-

 Do I frequently remind my staff in informal discussions that the customer comes first? Do I often ask my staff for their perceptions of customers needs and expectations? Do i regularly and person

ally ask customers about their needs and satisfaction with our Do I set a good example to my staff in the way I deal with

Do I work with my colleagues to identify and remove obstacles to good service, such as poor facilities, low quality, delays and discourtesy? Have I made sure that the message "we are here to secure, satisfy and hold customers" runs through all the training given to my staff?

Since I know that my customers have a choice, do I regularly study the service performance.

competitors? Service: the New Competitive Edge from Management Centre Europe, 15 rue Caroly, B – 1040 Brussels. Free.

TECHNOLOGY

Minicabs book a ride away from paperwork

IN THE run up to the publication of the UK Government's green paper on licensing London's minicab services, the companies concerned are trying to prove that they are just as efficient as their black cab brethren. To further their cause, many are turning to computer systems.

Because minicab companies and motorbike couriers can orders, they are heavily depen-dent on paperwork. For exam-ple, staff at Addison Lee, one of London's largest minicah com-panies, used to handle more than 3,000 dockets a day, each one filled out in triplicate. A fourth docket, completed by the driver, had to be married up with the office copy before

the bill could be sent.
To cope with so much paperwork, the walls of the Addison
Lee accounts office were lined with 1.000 pigeon holes, one for each big client. As the business — and the paperwork — grew, the management started to look for a larger building, says Daryl Foster, a director of the company. Doing the accounts was a nightmare. It got to the point where we almost had to say let's just stop the business for a week so that we can sort out the accounts."

In the accounts."

In the end the company abandoned its plans for new premises and instead invested £150,000 in a computer system from Newtons, of Mitcham in Surrey. Now the telephonist fills in a standard form on a computer system. computer screen and the information is fed to the terminal of the controller, who reads out the jobs to the drivers and bike riders over a radio link. The accounts department has immediate screen and sends ,f Occiden immediate access and sends out computerised bills.

The system has enabled the company to increase the number of bookings it takes without employing extra staff -one telephonist can deal with nearly twice as many bookings as under the previous system. It also improves management control, say Foster. The progress of a particular job or driver can be checked via a terminal whereas previously it

involved finding the appropri-

ate but elusive paper docket.

A swift switch of business systems

Alan Cane finds out how CEGB computer experts met a tough deadline

omputer technologists have won a race against time to install advanced information systems, costing \$10m, for the UK's electricity supply industry in readiness for privatisation.

From tomorrow, three new divisions - National Power, PowerGen and the National Grid Company - will have to function as if they were independent companies, although they will still come under the unbrella of the Central Electricity Generating Board (CEGB) until early next year.
If the new computer system, which underpins every aspect of the three divisions' business from payroll to customer accounting, had not been ready, it would have been extremely difficult for the divisions to have fulfilled their commercial duties.

There were those who did not believe that the CEGB team could carry out the work in the given time. The history of commercial data processing is littered with more than enough disasters to suggest that their pessimism would be justified.

However, all the new hardware and data communications

equipment has been successfully installed and the main applications software – deal-ing with the payroll, personnel and superannuation – has been loaded on to the new systems. General ledger and

systems. General ledger and other business programs will be leaded before the end of the April accounting period.

"It has been the higgest single business systems project we have mounted," says Andrew Goldsworthy, commercial systems manager for the CEGE's computing and inforcial systems manager for the CEGR's computing and imformation systems department. It involved about 200 man-years of effort. "At peak times we have had 400 people working on the project."

Over 10 weeks, international Computers (ICL), the largest LIK-based computer company.

UK-based computer company, installed four new top-of-theinstalled four new top-of-the-line mainframe computers and an advanced data communica-tions system, connecting 4,000 terminals to scores of comput-ers. In one case, building con-tractors completed the accom-modation only hours before ICL installed the hardware. The CEGR achievement is The CEGB achievement is remarkable because of the extremely tight timescale — less than 12 months — and

because the new structure has turned the board's data processing strategy on its head. In the past, the CEGB has concentrated its business data processing in five regional "centres of excellence": London (superannuation), Solhull (materials accounting), Stock-port (creditors accounting), Harrogate (payroll) and Bristol

(systems).

In the new structure, however, each of the three divisions will stand alone and so need its own information systems. The idea of maintaining the existing centres as a service or "facilities management" operation for the divi-Power and PowerGen were to be in direct competition, the risks to commercial confidence were reckoned to be too great. So the CEGB management realised that it would have to undo all its previous work and

allocate centres to the new divisions: London to the National Grid; Bristol, Stockport and Harrogate to National Power, Solibull to PowerGen. Then it would have to "disin-tegrate" the data files and applications programs and install identical sets in each

centre. "It has been rather like entre. It has been rather like unravelling spaghetti," accord-ing to Goldsworthy, now infor-mation technology director designate for PowerGen. The aim was to have enough separate but identical business

separate but inertical dusiness software working in each of the new divisions by April 1 to allow them to operate as individual businesses. The risks were that the software would not be delivered on time, that the data communications net-work would not work and that ICL would not be able to handle the installation of four huge machines simultaneously. The software had to be identical because of the time constraints, but that meant imposing a measure of conformity across the CEGB's entire administrative operations — a difficult management feat.

The team used a computer-based planning system called Artemis for the project, but Goldsworthy believes that it owes its success to clearly defined objectives, a highly organised project team and powerful management support. Gil Blackman, CEGB deputy chairman, demanded weekly progress reports.



with Oscar-winner Dustin

Seeing the stars in three dimensions

Oscar-winning film Rain Man. Now imagine Tom Cruise in three dimensions - without having to wear those special glasses needed for 3D effects in 1950s films such as The Creature from the Black Lagoon. Three-dimensional images, or at the very least a greater sense of depth, should become commonplace in the cinema of the 1990s. It is one of the possi-

ble applications derived from high definition television (HDTV) technology. Matsushita, the Japanese electronics company best known for the brands National, Panasonic and Technics, says that HDTV, which uses 1,125 lines instead of the standard 625 of European television, is superior in terms of picture quality to traditional 35 mm film. The extra lines improve

both the image's definition and depth. At present, the largest prac-

tical size of an HDTV screen is about 200 inches; beyond that the resolution begins to break up when projected.

Matsushita believes that there should be a substantial market for HDTV in small cin-

IMAGINE Tom Cruise in the emas, bars and restaurants. However, it expects the tech-nology to supplement rather than replace 35 mm film because of the screen size con-

because of the screen size con-straints.

HDTV has a number of advantages for the cinema owner, says the company. Not only does it provide improved images – thereby attracting more customers – but it also allows him or her to reduce costs and increase the poten-

tial size of the audience.
These benefits are achieved because HDTV projectors, which use cassettes rather than reels of film, can be mounted on the ceiling rather than at the back of the cinema, allowing the projection room to be converted into seats.

For the time being, however, the main problem is cost. Mat-sushita estimates that the earliest system available in the 1990s will cost around Y100m (£450,000 at today's prices) to install, although prices will fall later. Meanwhile, those want-ing to see a 3D Tom Cruise will have to wait a while - or go to

Paul Abrahams

WORTH WATCHING

Edited by **Geoffrey Charlish**

Rewriting the story of storage

ERASABLE optical disks are set to dominate the data storage market over the next 10 years, according to Frost and Sullivan, the US-based market research organisation Della Bradshaw it foresees world sales of disks and drives peaking in

1992 at \$1bn. Most of the products on offer (mainly Japanese) are in the sapaness) are in the evaluation stage with computer systems houses and other large users.

Details are contained in

Details are contained in the market research company's 175-page report, costing £990, entitled Erasable Optical Memories. The report predicts that, by 1993, nearly 1m drives will have been installed and 10m dillots paid. disks sold.
Optical recording uses a very narrow laser beam to

very narrow laser beam to make microscopically small digital marks on the disk surface. Techniques include altering the direction of magnetisation of a magnetic coating, changing the chemical state of a surface material and making tiny bumps. All result from a pin-point of heat and are reversible through a second exposure to laser heat.

One problem is that erasure is usually a separate process and direct over-writing, as with conventional magnetic recording, is not possible The process is relatively slow and much research is in progress to speed it up. Frost

and Sullivan believes that over-writing will be available on commercially produced disks within four years. The report says that the first uses of the medium will be in computer-sided design, image processing, desk-top publishing and wherever large amounts of data are stored. Later, use will spread to ordinary pushess and industrial success. industrial systems. By 1993, it adds, the

ing cost per bit of data

Lessons on a simulated engine

will be 10 per cent of that of magnetic media.

BEFORE tackling the real thing, operators of marine and other six-cylinder diesel engines can learn their job on a new simulator from Sud Marine Entreprises, of France. The cost and inconvenience of using the real engine for training purposes are thus removed. The electronic simulator, called Sicomod, allows a

student to go through a

variety of standard and emergency procedures with an instructor. At the same time, a technical understanding of the engine's main mechanical and electrical functions can be The trainee sits at a

console which presents a full set of controls and gauges:

for pressure, temperature, tuel and oil levels, electrical circuits and similar items.

At the centre of the consoli is a video screen linked to a laser video disk. As the student carries out an squent carries out in operational sequence, the system recreates the engine sound and displays views of the engine or diagrams of functions and circuits.

At another console, the instructor can vary the tasks

and present the traines with

different kinds of emergency.

Clearer picture for flat display

THE IBM laboratories at Yorktown Heights, New York, have revealed brief details

of a prototype flat, colour display panel which has a 14 in diagonal and 1.5m pixels (picture elements), each capable of displaying up to 16 colours. The new screen is part of

Yamato laboratory in Japan and Toshiba, the Japanese electronics group.

The display incorporates thin film transistors and liquid crystal technology. IBM claims that it is larger and clearer than any demonstrated so far.

Study of CFC substitutes

THE UK National Engineering Laboratory (NEL), at East Klibride in Scotland, is looking at ways of eliminatin environmental pollution at source, including research into alternatives to CFCs (chlorofluorocarbons), which are now generally believed to be destroying the exone layer in the upper

Although HFCs (hydroffuorocarbons) are thought to be an acceptable and economic substitute, there is little reliable data about these fluida, says NEL.
This deters designers of refrigerators and other a continuing two-year joint research programme between Yorktown Heights, the IBM

> in a joint programme with imperial College in London and Aristotle University in Greece, a means of reliably measuring the thermal conductivity of the new refrigerants will be developed. Research will also be undertaken into the heat

equipment now using CFCs from switching to the

transfer characteristics of HFCs and the effect that pump lubricants can have on their NEL believes the higher cost of the new reirigerants will lead manufacturers of retrigeration plant to use

lower volumes Wherever At East Kilbride, exploratory work into more compact heat exchangers is already under way and has revealed the additional

prospect of lower energy

Seen and heard in noisy places

MEDER Electronic (UK) is offering a personal broadcast system aimed at people who conduct industrial site visits, where a high level of background noise makes it hard for the audience to hear.

The speaker uses a low power radio transmitter and wears a compact receiver equipped with an earphone. The system has a range of up to 100 metres and it is possible to have three speakers, each with a transmitter, operating on one site and using three different

radio frequencies.
Tested and approved by
the Department of Trade's radio communications division, the system needs no licence and transmits at about 49 MHz.

CONTACTS: Frost and Sullivan: London, 730 3438 or in New York on (212) 233 1090. Sud Marine Entra-prises: Franco: 9199 9025. ISM UK: 0705 321212. National Engineering Laboratory: UK. 03552 72244, Meder Electronic: UK, 0435 830821.

Changing face of Thurrock

By Paul Cheeseright

rs Thatcher does not talk much about Thurrock, the flat lands on the north side of the Thames estuary. Nor do the ministers vaunting the Government's policies to turn the detellict into the prosperous. Certainly there is little mileage for

the Government at Thurrock. Regeneration of an area battered by the oil crisis of the 1970s has taken place without any help from the apparatus of development corporations, simplified planning zones and the like. It has taken place with the local authority, not over its

Local officials say proudly that the Local officials say proudly that the transformation of an unemployment rate pushing up around 30 per cent 10 years ago to just over the average for the south east has taken place without a penny of Government money. That is true as far as it goes, but there was the small matter of the building of the M25. As soon as the orbital motorway had been completed Thurrock was at an expentage handlin placed for the south

advantage, handily placed for the south eastern ports and the eastern side of London, a natural distribution centre. Above all it had land. And it still does. What was more the land ownership

- and to be precise this is West Thur-rock - was concentrated in few hands. The biggest holdings are in the hands of Pearson and Blue Circle. RTZ Estates, through the Tunnel Estate, was a significant owner but gradually disposed of its interests to a series of retailer property developers and latterly to Waterglade International.

Pearson bought 5,000 acres between 1917 and 1924, originally thinking it

would construct a port complex. Blue Circle's involvement comes through its old cement activities. Indeed the land at the southern end nearest the river is pockmarked with pits and quarries still

The landowners have tended to release land as it has been demanded, release land as it has been demanded, sometimes selling outright, sometimes taking part in joint development ventures, sometimes acting simply on their own behalf. And this, of course, is a much more lucrative pastime than it was in the early part of the decade.

Ray Pledger, managing director of West Thurrock Estate, the Pearson company, noted that land values are about a third of those in London, Prices are now around 2500,000 an acre compared with £100,000 three years ago.

pared with £100,000 three years ago.

To some extent, values in Thurrock have been reflecting the shortage of straightforward and new industrial property in the south east. Consequent upon this, there has been a narrowing of yields.

Waterglade on its industrial park at Thurrock has forward funded a 97,335 square feet industrial and warehouse development called Trade Link with Prudential Pensions on a yield of just

Prudential Pensions on a yield of just under 8 per cent. This prompted Robin Archer of Waterglade to note that the differential between the values east and west of London is diminishing.

"The yield would be about 7.5 per cent in the west, if you could find a site," he said. Such yields at Thurrock are pointing to rents of about £6 a square foot the highest seen in the square foot, the highest seen in the

But it is all very recent. "Rental val-ues are legging behind the land values and they're not being picked up on rent reviews because there's not the evi-

dence," commented Mr Pledger.

When Waterglade moved into Thurrock last year it had 60 acres. It is unlikely to have any land left for development in 15 months' time. What is significant in terms of the values, however, is the changing nature of its pro-jects. Starting from sheds, it is moving through the phase of building small units for owner-occupation to the con-struction of high-tech accommodation. In other words, Thurrock, Waterglade believes, can no longer be seen simply as an industrial area.

as an industrial area.

This is a marked change in perceptions from 10 years ago. It is now clear that changes in the area have gone roughly through four stages. The first was the closing down of cement works and other heavy industry traditional to the northern foreshore of the Thames following the oil shortages of the 1970s. This had made the wet processing of cement uneconomic. Unemployment

shot up.
In the early 1980s, Thurrock Borough Council effectively launched the second stage. This was an attempt to attract industry back into the area by promising few constraints on development, and there was some success in bringing

in the haulage industry.

The third stage can be said to have started in 1984 when Tesco, in isolation, started a new store in the area. This marked a shift in Borough Council pol-icy, probably prompted by the fact that

ESTABLISHED

Hardware and Ironmongery
Business. In a busy south
Northants town. 2,000 eq ft sales
area in prime retail location. For
Sale on leasehold basis. 590,000
sought for business, fixtures and
fittings plus S.A.V.

Contact: Berry Commercial, 9 Cheyne Walk, Northampton, NN1 5PJ. Tel: (0604) 234400 (RMB).

FOR SALE HOTEL - MOTEL SITE ESHIRE/STAFFORDSHII BORDER

1.66 acre Opp : 29 beds

Possible alternative uses Nursing Home/Sheltered

rther details to Box T6660, ial Times, I Southwark Bridg London SE1 9FIL

FOR SALE

SHEFFIELD 25000 SQ FT Freehold office with

computer service complex. Large private Offers over £750K

Full details contact Box T6659, Financial Times, I Southwark

Bridge, London SEI 9HL

if Tesco did not start a store at Thurrock, it would simply start one some-

At any rate, Tesco's arrival proved to be the catalyst for the establishment of what is now a huge retail complex - a retail warehouse park, sold by West Thurrock Estate to Land Securities, plus other smaller developments of the same type and now the Thurrock Lakeside shopping centre under construc-tion by Capital & Counties. Thurrock Lakeside is the only

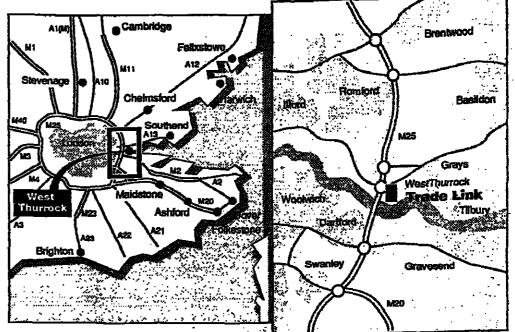
regional shopping centre the Government has so far permitted alongside the M25. The steel frame is coming out of the ground. CapCo has spent £20m of a planned £40m on infrastructure for the

Retail development can be seen as a bridge between traditional industrial land use at Thurrock and a new economy based on offices, high-tech industry, hotels and the like.

What is clear is that, with Thurrock

Lakeside, the retail process will have run its course. The Borough Council is set against a one-track retail economy and wants to encourage diversification. "We've got to say," said Mr Pledger, "that with the amount of retail we've got now, that must be it."

The fourth stage, then, in the transformation of Thurrock is about to start with, for example, the development of Watergiade's high-tech accommodation and over a longer period the creation of what is in effect a new town, called Chafford Hundred, on the eastern flank of the commercial property develop-



Out of chaos will come order - but it will all take time

dred — 5,000 houses planned on 600 acres by the consortium of Pearson, Blue Circle and

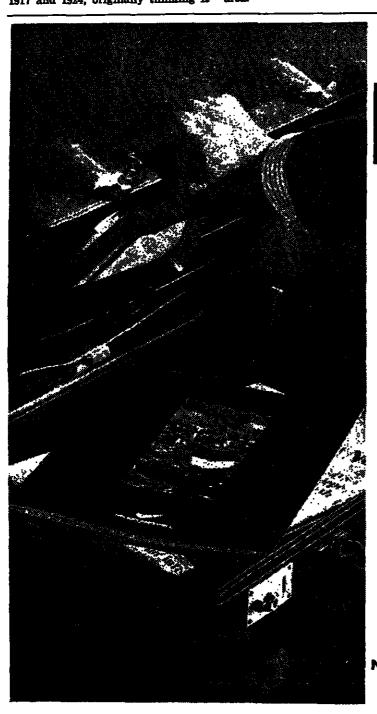
Thurrock is cleaning up, but at the moment it looks like a vast construction site. This is not only because of the inter-nal developments but also because it is an M25 town. There is not only the upgrading of the M25 but also the construction of a new Thames bridge to complement the Dartford Tunnel. artford Tunnel.

And there is Chafford Hum-

or rearson, thus Circle and Pelham Homes, the Rosehaugh subsidiary. At the moment Chafford Hundred is not much more than a giant earth mov-ing exercise to prepare the site, but it will account for about half of the total house-

Its place on the communica-

tions network gave Thurrock an economic boost that prompted the property devel-opment. The demand for comopment. The demand for com-mercial space has set off demand for residential space. The main housing so far is at South Ockendon, once a Lon-don County Council estate, on the east side of the M25, north of the commercial develor ments and Chafford Hundred



A joint development by Wilson (UK) Development Ltd, and Richmount Developments Ltd.

The Compass Centre

CHATHAM MARITIME, KENT

An Enterprise Zone Office Development

of 63,000 sq.ft.

To Let

Completion April 1989

RATES FREE UNTIL 1996

Compass South - 32,400 sq.ft. available as a whole

Compass North - 30,500 sq.ft. available in units (A) 7,460 sq.ft. (B) 4,085 sq.ft. (C) 4,085 sq.ft. (D) 4,055 sq.ft. (E) 10,815 sq.ft.

Richard Ellis

Square House, London, W1X 6AN. Telephone: 01-629 6290

PRUDENTIAL

69/71 High Street, Chatham, Kent, ME4 4EE Telephone: 0534 409225



Fax 01-623 0792

Essex CMI 10G

OFFICE TO LET t stone's throw from Her Prestigious entrance

Southampton Row

PRIME OFFICE A DEVELOPMENT consent for 43,000 sq ft

Craig Hall & Rutley

01-4056944

Castle Row, Chiswick





COP CRÉDIT AGRICOLE

PROPERTY NORTHERN FRANCE

A comprehensive 2-day Conference on ALL ASPECTS OF COMMERCIAL, INDUSTRIAL AND RESIDENTIAL PROPERTY to be held in

> DIEPPE, MAY 25 and 26 with the cooperation of Dieppe Chamber of Commerce

Leading French experts will speak on topics including:

★ Availability of finance

★ Legal aspects: EEC legislation; taxation; international law ★ Property trends and opportunities

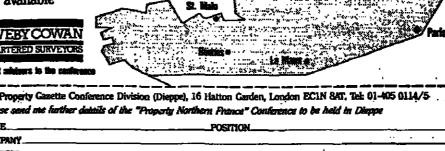
★The economy of France and its regions

★Infrastructure and communication links ★The role of the French Chambers of Commerce

☆ Planning application procedures

Case studies - the UK experience ☆ Site visits Exhibition of all services

available **SWEBY COWAN**



To: Property Gazette Conference Division (Dieppe), 16 Hatton Garden, London ECIN 84T, Tel: 01-405 0114/5 Please send me further details of the "Property Northern France" Conference to be held in Diappe COMPANY ADDRESS NATURE OF BUSINESS PARTICULAR INTEREST SICNATURE.



On the instructions of Greycoat PLC



19 Buckingham Street London WC2

Superb Offices 2800 sq ft/5660 sq ft approx. To Let

Contact: Michael Baker



TAX SAVING FREEHOLD PROPERTY INVESTMENTS

100% TAX ALLOWANCE FOR INDIVIDUALS AND COMPANIES

New Freehold-industrial units in the better enterprise zones. Guaranteed rental income. Initial pre-tax yield 7.5%, initial yield after tax of up to 11.92%.

> Prices from £45,000 to £2 million Arnold & Co Chartered Surveyors Warwick House, 87 Warwick Road, Olton, Solthull, B92 7HP, 021 706 1492

● CORINTHIAN ● HOUSE ●

JOINT SOLE AGENTS

6-8 GREAT EASTERN STREET LONDON ECZ PRIME CITY OFFICE 6,0000 sq.ft. TO LET SUPERB NATURAL LIGHT • AIR CONDITIONING • PERIMETER TRUNKING • ROOF TERRACE •



01-920 9191

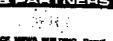
ALEXANDER • REECE • THOMSON 01-486 1681

1

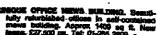
₹....

CITY OF LONDON - EC2

Luxury furnished offices opposite London Stock Exchange Immediately available FURZE



01-588 2652



ONE AMERICA SQUARE DEVELOPMENTS LTD A JOINT VENTURE BETWEEN CENTRAL AND CITY **PROPERTIES** SC PROPERTIES (UK) LTD £84,000,000 LIMITED RECOURSE DEVELOPMENT FACILITY nd and Lead N Donk of Scott



BI-CITY SUPPORT SPACE TO BE LET

As a whole or in part

96,300 SQLFT APPROX METRITERNAL 145,000 SQ.FT. APPROX (GROSS INTERNAL)



Buckinghank

rden MCI

क्षाती विष

lier

rker

(chi

AX SAVING

HOLD PROPE

A ESTMENTS

AL MITORIA

. . . . (2

remain proper

20 16

The Charles Sent

Constitution of the second

W. H.C.

I EN INIV. P

2005 Tail 3.4 - 19.

The state of the s

V Salar

-

BAILEY COX & **EDWARDS**

01-729 3859 menoc/sec

CENTRAL LONDON **OFFICES**

TO LET/FOR SALE

NTH. OXFORD ST. WI SOHO, WI 5,700 sq.ft. Single Floor 7,500 sq.ft. Single Floor

VIRTUAL FREEHOLD 7000 sq.ft. Wigmore St. Wi

COVENT GARDEN 13,000 sq.ft. Single Floor Air Cond

EDWARD CHARLES

& PARTNERS WI CHARTERED SURVEYORS 01-935 2811

24 Welbeck Way London W1M 7PE Fex. 01-487 3092

FREEHOLD HITCHIN 2,360 SQ FEET plus 920 SQ FEET STORAGE

Further adjoining 2,300 industrial building may be available NEW HIGH TECH BUILDING IN LIGHT INDUSTRIAL DEVELOPMENT ACCESSIBLE 20 MINS M25 5 MINS AT 15 MINS M1 open plan offices : modern showrooms ; warehouse : workshop Price £250,000

FOR FULL PARTICULARS TELEPHONE 9462 422466

WANT TO RELOCATE? MOVE WEST - TO CORNWALL INDUSTRIAL LAND AND DWELLING FOR SALE Deligibiled runsi location near village in East Conswall
Approx 10 miles want of Physicath near A32

SITE: Approx 4½ Acres with 6000 aq 2 Portel Frame Building PLUS further planning permission of industrial units. Mains services on site. Good local labour available.

5 Buttoous Lexury Bungalow with Stables and Paddock in sucheded corner of site overlooking countryside.

site overlooming commercials
For further details telephone: 0579 42342
0579 42108 evenings Quote ref WDC/

WANTED

All types of freehold and leasehold property, vacant or income producing. Investment portfolios, development and refurbishment opportunities for waiting buyers. ercial 01-431 5105 TODAY Contact David Morris at Fitzgoy Com

THROGMORTON BUSINESS CENTRE

Superior serviced offices, tully furnished, 24hr security, immediate occupation, 2 mins from Bank underground & easy access to all City Main Line Stations. For further details Telephone: 01-606 1771

FREEHOLD COMMERCIAL HEADQUARTERS BUILDING 33,000 SQUARE FEET ON 0.8 ACRE SITE SUITABLE FOR BREAKUP. REDEVELOPMENT OR OWNER OCCUPATION FREEHOLD ONLY 250-00 PER SQUARE FOOT STC.

APPI Y SOLE AGENTS

GG GREENBLATT

INTERNATIONAL PROPERTY

Europe's biggest retailing opportunity

-nationwide coverage of Denmark within one year.

Carpetworld Denmark is part of Europes largest Carpet Retailer "The Jorn E. Jensen Holding Group". The company is offering a number of prime locations for non-food retailing adjacent to Carpet World Stores in over twenty cities throughout Denmark including Copen-

The floor area of units will vary from 6500 sq ft to 8500 sq ft according to requirements with adequate car parking arrangements for

Jorn E. Jensen Holding Group offers this excellent opportunity to a retailer wishing to establish nationwide coverage within a period of one year and can also offer management support facilities and participation in the equity of the venture if so required.

Please send enquiries to:

The Board of Directors. Jørn E. Jensen Holding Tjalfesvej 1-19, DK-2600 Glostrup. Copenhagen Denmark.

GROUND WITH INDUSTRIAL INSTALLATIONS **OPORTO - PORTUGAL**

Ground with 100.000m² and industrial installations with 8.200m². Privileged situation. 3km from Oporto center, near the principal means of transport with international connections.

> Contacts to: HABIPORTO. Ltd Rua Julio Dinis, 748 - 4 - Esq. Sala 413. 4000 Porto, Portugal Tel. 694007 Telex 20858 APB MP

NEW YORK, USA 390 Unit Luxury Residential apart-ment complex, 60,000 equare fact commercial/ratil, additional land for development, 345 million. Sale or joint waters considered. Principals only, (914) 997-7235 or Telecopier (914) 997-7064 USA.

GREENWICH, CONNECTICUT, USA Classic 11 Room Mediterraneau Style Residence. Near Country Clubs, Marinas, 30 Minutes to New York City. \$1.4 Mil. (914) 997-7111 Pacsimile (914) 997-7064

Purchaser is looking for:

Factory building or building land

Area approx. 50'000 square feet in the Liverpool, Manchester area. Please write to: Box No 25-139026 Publicitas, Post Box. CH6304 Zug.

COMPANY NOTICES

NOTICE TO THE WARRANTHOLDERS OF MITSUBISHI PETROCHEMICAL COMPANY LIMITED

U.S.\$200,000,000 11/4 per cent. Guaranteed Notes due 1992 U.S.\$70,000,000 31/2 per cent. Guaranteed Notes due 1993

U.S.\$200,000,000 4 per cent. Notes due 1993

each with Warrants (the "Warrants")

TO SUBSCRIBE FOR SHARES OF COMMON STOCK OF MITSUBISHI PETROCHEMICAL COMPANY

Company issued upon exercise of Warrants will be each six-month period ending on 31st March or 30th September in each year (a threemonth period ending on 31st March, 1989 in the case of the tran

> MITSUBISHI PETROCHEMICAL COMPANY LIMITED By The Mitsabishi Bank, Limited London Brazeh

To the Holders of Warrants to subscribe for shares of common stock of NAKAYAMA STEEL WORKS, LTD., OSAKA (the "Company")

43, per cent anteed Bonds 1993). NOTICE OF FREE

SUBSCRIPTION PRICE

of compon stack of the Compen-the rate 0.05 share for each one si

As a result of such distribution, the Subscription Price at which shares are leaseable upon exercise of the Wernants, will be adjusted in accordance with Clause 3 of the instrument from YEM 943.00 to YEM 888.10 with effect from 1st April, 1999.

SONOKE LIFE CO., LTD.

LIMITED

NOTICE IS HEREBY GIVEN that Mitsubishi Petroche Company Limited (the "Company") has changed its financial year-end from 31st December to 31st March pursuant to the approval given at the shareholders' meeting of the Company held on 30th March, 1989, and that the Company will have a transitional financial period of three mouths running from 1st January, 1989 to 31st March, 1989 and thereafter its financial year will run from 1st April to the next following 3ist March; as a result thereof, the record dates for the payment by the Company of annual dividends and interim dividends will be 3ist March and 30th September, respectively, in each year (31st March, 1989 in the case of dividend for the transitional financial period mentioned above), and the Dividend Accrual Period with respect to the shares of the

(Issued in contunction with an issue by the Company of U.S.\$ 70,000,000.00

DISTRIBUTION OF SHARES AND ADJUSTMENT OF

Pursuent to Clause 3 paragraph (I) of the Instrument dated 3rd March, 1985 under which the above described Wan-rants were leased notice is hereby given that on 28th February, 1989 the Board of Directors of the Company reactived a tree distribution of shares of company stock of the Company at

NAKAYAMA STEEL

WORKS, LTD., OSAKA
(By: The Sanus Sank, Limited
as Principal Paying Agent)

NOTICE TO HOLDERS OF THE BONDS AND WARRANTS OF SONOIKE WARRANTS OF SUNDING
METAL CO., LTD. (the
"Company"), Odawara,
Japan
U.S.\$80,080,000 3% per cept.
Guaranteed Bonds due 1981
with Warrants

NOTICE 18 HEREBY GIVEN THAT:

1. Effective se from let April, 1969,
SCHOINCE BIFG. CO., LTD. will
change its name to AMADA SONOKE CO., LTD.

2. The above-mentioned Bonds and Warrants will retrain listed on the Lusembourg Stock Eachange under the Company's previous name but followed by the new name. Each new notice to the holders of the Bonds and Warrants will contain but assess.

The Bonds and Warrants will not be stamped or exchanged for naw Bonds and Warrants.

The Company will change in fiscal year and from 30th September to 31st March effective as from 1st April, 1980. However, the "Dividend Accrual Period" classed in Condition

as Principal Paying Agent 31st March, 1989

> METEOPOLITAN ESTATE & PROPERTY INTERNATIONAL N.V. USS 25,000,000 8% Loan 1991

FINAL REDEMPTION NOTICE IS HEREBY GIVEN that is accordance with Condition 3(b) of the Terms & Conditions of the Bends, Meanpopolitan Estate & Property International N.V. amounters that all the outstanding Boads of the above Lean are to be Finally Redected at 160% (blue 150 days accrued interest) on 30th June 1969 from which date all interest thereon will cease.

These Bonds, when preparated for pay-ment at the offices of the Paying Agems (set out on the reverse of the coupons) in the manner specified in Condition 7 of The Terms & Conditions of the Long printed on the reverse of the Bonds, must hear Coupon No. 18 dated by February 1991.

Coupon No. 17 should be detached from the Bouds and lodged at the same tests for payment of the accrued inneres. assorating to US\$3.33.

Principal Paying Agent: N.M. Rothschild & Sons Limited New Court S. Swithn's Lano London EC4P 4DU

LEGAL NOTICE

IN THE MATTER OF FOX MILTON & COMPANY LIMITED AND IN THE MATTER OF THE INSOLVENCY RULES 1986

In accordance with Rule 4.105 of The Insolvency Rules 1988 notice is hereby given that J.D. Williams of Grant Thronton, Grant Thornton House, Mellon Street, Eustenn Square, London MWI 2EP was appointed liquidator of the above company by the me creditors on 15 March 1969.

Dated this 17 day of March 1980 I D WILLIAMS LICHIDATOR

No. 00973 of 1989 IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION MR JUSTICE MILLETT IN THE MATTER OF ASDA GROUP PLC

- and -IN THE MATTER OF THE COMPANSES ACT 1965

NOTICE is hereby given that the Order of the High Court of Justice Cheecery Division dated 20th day of March 1998 bonifrening the reduction of the Share capital of the above-samed Company from 2378,911,980 to \$75,000,000 was registered by the Registrar of Companies on the 21st day of March 1989.

DATED the 31st day of March 1989. Slaughter and May (NPB/PWN/JMDE) 35 Basinghali Street, London EC2V 5DB

Solicitors for the said Company.

EDUCATIONAL

FRENCH 66 IN PROVENCE

and FRENCH, DUTCH, ENGLISH OF SPANISH 55 in the ARDENINES The advantages of the - Cerso 66 - concept, with residential courses

p.m., with teachers constantly present at mealtimes, breaks and 3. A total of 65 hours per work of full immersion in the tanguage. Comm is a top class, international action for leaders in busines and government, as our references show. CERAN 66

Language courses for motivated people. CERAN LANGUES PROVENCE CERAN ARDENNES F30133 PONT-SABIT-ESPIT F7ANCE Tét. (+20) 62:39:33 - F8A (+20) 62:39:33 - F

COMPANY NOTICES

REPUBLIC OF ITALY Ecu 300,000,000 Floating Rate Notes due 1992

In accordance with the terms and conditions of the Notes, notice is hereby given that for the three months period from March 30, 1989 to June 30, 1989 the Notes will carry an interest rate of 832% per

ment date will be June 30, 1989 and the coupon amount per Ecu 10,000 nominal will be Ecu 228.40 and per Ecu 100,000 nominal will be Ecu

BANQUE GENERALE DU LUXEMBOURG S.A.

CORRECTION NOTICE

Credit National FF 500,000,000

Guaranteed Floating Rate Notes due 1991 In the notice published

in the Financial Times on March 28 the interest payable per note of FF100,000 should have read FF 2,373,47.

CLAL FINANCE NV US\$20.000.003

GUARANTEED FLOATING RATE Notes 1995

The interest rate applicable to the above Notes in respect of the period commencing 31st March 1989 will be 11.5825% per

292.27 per \$5.000 principal amount and US\$ 684.55 per \$

Bank Haposilm B.M., Agent Bank

LEGAL NOTICES

No. 00505 of 1988 IN THE HIGH COURT OF JUSTICE MR JUSTICE MILLETT IN THE MATTER OF

IN THE MATTER OF THE COMPANIES ACT 1985

DATED the 31st day of Mayon 1969.

IN THE WAY COURT OF AUTOCE in the states of

and in the trailer of

Dated this 28th day of March 188

PERSONAL

NOTICE TO

NEW FT FAX

From Monday 20th March

(01) 873 3078

Granville Davies Leasted

- (01) 873 3063

SPONSORED SECURITIES Yield % P/E 10.3 10.0 32 86 32 7.3 4.5 16 29.4 6.1 4.7 7.9 10.2 . 41 45 84 36 14.9 9.4 3.1 85 12.3 14.7 6.1 10.3 12.0 33 75 38 19 377 28 13.4 107 27 80 28 106 7.3 5.7 9.4 4.8 65.4

Grande & Co. Ltd. 8 Lova: Lane, London EC3R 88P Telephone 01-421 1212 8 Loval Lane, London ECJR 18P Telephone 01-621 1212 Member of the Stock Exchange & TSA Member of TSA

These Securities are dealt, in strictly on a metched bargain basis, Weither Granville & Co-Limited nor Granville Davies Limited are market makers in these securities

Prices taken at 5pm and change is from previous close at 9pm

As from Monday 20th March The Financial Times Advertisement Department

Advertisement Production

Advertisement Financial

From the same date our new address will be :-NUMBER ONE SOUTHWARK BRIDGE

Telephone 01-873 3000

HEPWORTH PLC

The Ward Chees plo

ADVERTISERS

NUMBER

Financial Fax Number Is ;

GRANVILL

6 22.0 0 16.2 Securities designated (SE) and (USM) are dealt in subject to the rules and regulations of The Stock Exchange. Other securities tested above are dealt in subject to the rules of TSA

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W OBD Tel: 01-828 7233/5699 An AFBD member Reuters Code: IGIN, IGIO FT 30 FTSE 100 WALL STREET
Mar. 1684/1693 -23 Mar. 2042/2050 -34 Apr. 2279/2291 -8
Jun. 1724/1733 -26 Jun. 2096/2106 -30 Jun. 2295/2307 -8

NOTICE TO ADVERTISERS

NEW FAX NUMBERS

will have new Fax Numbers as follows :-

Advertisement Overseas - (01) 873 3079 Advertisement Classified - (01) 873 3064

- (01) 873 3078 Advertisement Trade - (01) 873 3062

LONDON SEI 9HL



THEATRE

London

Fuente Ovejuna (Cottesioe). Wonderful production of Lope de Vega classic by Cheek By Jowl director and designer Declan Donnelian and Nick Ormerod. The best National production in this venue since the Bill Bry-

in this venue since the Rui Bry-den company. April 7-12, May 3-6 (928 2552). Bed (Cottesloe). Imaginative rev-erie for old codgers in pyjamas and a sleeping den as big as the Great Bed of Ware itself. The delightful and unusual proceed-ings are servited by Jim Cattings are scripted by Jim Cart-wright, directed by Julia Bar-dsley. March 31-April 3, April 13-19, April 26-May 2 (938-2252). Hamlet (Olivier). This pictur-Richard Eyre for the National Theatre is a disappointment, though Daniel Day-Lewis may improve with experience in the role, April 12-15, May 2-8, 16-18, May 25-June 1 (928 2252). Single Spies (Queen's). The high-light of Alan Bennett's double oill is a comic confrontation Majesty the Queen and Bennett himself as Anthony Blunt in the royal picture gallery. Simon Ca low plays Guy Burgess in a re-hash of Bennett's fine TV film

1166).
Back With A Vengeance (Drury Lane). Dame Edna Everage, alias Barry Humphries, breezes back to town after a nationwide tour and in not to be missed Fade. and is not to be missed. Ends April 15 (836 8108). A Walk in the Woods (Comedy). Alec Guinness and Edward Herrmann in feeble off-duty arms negotiation encounter by Lee Blessing. Guinness, back on the London stage after 10 years, is in subtle virtuoso form as the Soviet veteran of tactical stone walling and no-dealing tricks (930 2578, cc 839 1438). Brigadoon (Victoria Palace). 1947 Lerner and Loewe "heather-scented" Scottish fairytale hit_ is handsomely revived and well sung, less frail than expected (834 1317, cc 836 2428). The Vortex (Garrick). Maria Aitkan and Rupert Everett in bril-liant reappraisal by Philip Prowse of Noel Coward's 1924

excessive, beautifully costumes.
A must for yupples (379 6107,
cc 741 9999).
Hedda Gabler (Olivier). Juliet
Stevenson is energetically wilful in fine National revival using a new Christopher Hampton

L7 legrand

Consolidated figures (in FRF million)

% of sotes

Net income (Group share)

Consolidated income: + 30%

he Board met on March 15, 1989, with Mr. François Grappotte In the Chair, to clase the financial statements for 1988.

Excluding structural changes, i.e. without the consolidation of Stater Electric (U.S.A.), sales rose 9% in view of these results, the Board decided to propose to the meeting of Stockholders convened for May 24, 1989 in Limoges, an TL8%increase

in dividend, i.e. FRF 42.50 per ordinary share and FRF 68.00 per pre-terred share. An interim dividend at FRF 23.50 per ordinary share and FRF 37.60 per preferred share having been declared an February 1, the balance will be made payable on June 15, 1989.

FINANCIAL INFORMATIONS: O. BAZIL (FINANCIAL DIRECTOR) 52 (1) 43.60.01.80 (FRANCE).

595

10.6%

887

study of drug addiction and mother fixation. Mannered, excessive, beautifully costumed.

translation. A full-scale, monu-mental reading, with European design to match by Bob Crowley. Howard Davies directs, Norman Rodway is Judge Brack, Performances on April 1-11 (928 2252). mances on April 1-1 (322 222).

Mrs Klein (Apollo). Intriguing chat among the child psychoanalysis in Nicholas Wright's hit transfer from the National Fizzing performances from Gillian Barge, Francesca Annis, Zoë Wanamakan (193 naker (437 2663, cc 379

4444). The World According to Mel (Playhouse) Jackie Mason, Jewish stand-up comic who revives the near lost arts of scathingly satirical monologue and vaude villian timing to the London stage for a limited season. Ach ingly funny and irreverent. (839

Henceforward (Vaudeville). Isn McKellen and Jane Asher in bleakly funny and experimental Alan Ayekbourn comedy of future shock and strained marriage. (836 9987, cc 741 9999).

Shirley Valentine (Booth). Pan-line Collins brings her West End triumph to Broadway in Willy Russell's amusing and touching story of a Liverpool woman's awakening in the Aegean Sea. Simon Callow again directs with-out smoothing any of the North-ern English edges that retain an authentic touch. an authentic touch.
Jerome Robbins' Broadway
(Imperial). Anyone attracted by the notion of a three hours of film trailer previews will adore this compendium of Robbins' directed and choreographed plays of the past 40 years, includ-ing On the Town, West Side

Story and Gypsy.
Rumours (Broadhurst). Neil
Simon's latest comedy is a selfconscious farce, with numerous slamming doors and lots of mug-ging but hollow humour that misses as often as it hits. Chris-tine Baranski leads an ebullient cast in the inevitable but disap-

pointing hit. Cats (Winter Garden). Still a sell-out, Trevor Nunn's produc-tion of T.S. Eliot's children's poetry set to music is visually startling and choreographically feline (239 6262). A Chorus Line (Shubert). The A Chorus Line (Shubert). The longest-running musical in the US has not only supported Joseph Papp's Public Theater for eight years but also updated the musical genre with its backstage story in which the songs are used as auditions rather than emptions (229 5200). emotions (239 6200).
Les Misèrables (Broadway). The magnificent spectacle of Victor Higg's majestic sweep of history and pathos brings to Broadway

lessons in pageantry and drama Me and My Girl (Marquis). Even if the plot turns on tronic mimicry of Pygmalion, this is no classic, with forgettable songs and dated leadenness in a stage full of characters. It has nevertheless oved to be a durable Broadway

+ 14

+ 30

+ 19

4.936

458

9,3%

743

75%

M. Butterfly (Eugene O'Nell). The surprise Tony winner for 1988 is a somewhat pretentious and obvious meditation on the

true story of the French diplomat whose long-time mistress was a male Chinese spy (246 0220). Phantom of the Opera(Majestic). Stuffed with Maria Bjornson's gilded sets, Phantom rocks with Andrew Lloyd Webber's haunt-ing melodies in this mega-transfer from London (239 6200).

Beggar's Opera(Folger). This eighteenth century view of Lon-don low life by John Gay gets inspiration from its Globe Thestre setting. Ends April 9 (546

Paul Robeson (Eisenhower) Tony-award winner Ron Richardalternates in the title role with Avery Brooks as the heroic American black singer, enter-tainer and civil rights activist in this new musical. Ends April

Driving Miss Daisy (Briar Street). The touching relation ship between a dowager, played in this production by Dorothy Loudon, and her black chauffern exposes the changes in the South exposes the changes in the south over the past several decades (348 4000). Sheel Magnotias (Royal George). Ann Francis and Marcia Rodd play the leads in this view of southern life from under the dry-

Kabuki. At the National Theatre (265 7411). Shinsarayashiki Tsuki Amagasa (O Tsuka's Death)de-Amogasa (V Isuka s Deam)ce-picts the uneasy relations between the unper and lower classes in the late 18th century and contains a famous scene in which the leading character eaks a vow and turns back

to drink. to drink.

Ryvo (The Dragon King). Shimbashi Embujoh Theatre (541
2211). Vulgar but highly enjoyable production (in Japanese and Chinese) in which plot, about a Chinese boy and a Japanese.

nese fisherman who join forces to defeat the dragon king, is less important than acrobatics and spectacle. Directed by and star-ring kabuki showman, Ennosuke ichikawa, with over 100 members of his own company and of the Peking Opera Company. Nastasya. Benisan Pit (546 2087). Brilliantly conceived and executed adaptation (in Japanese) of Dostoyevsky's The Idiot, directed by Andrzej Wajda and starring world-famous kabuki actor Tamasaburo Bando. A vir-

actor Tamasaburo Bando. A virtuoso performance.

My Fair Lady. Koseininkin Kaikan, Shinjuku (407 8155). Touring
production (in English) of the
classic musical, with James Harrison following in father's footsteps as Professor Higgins.
Daisan Krotica. Space Zero, Shinjuku (369 1127). One of Japan's
leading avant garde companies
presents two of Yukio Mishima's
"modern" noh plays, Sotoba
Komachi and Lady Aoi. (WedSun).

ANGLOVAAL LIMITED

MIDDLE WITWATERSRAND (WESTERN AREAS) LTD

Lavino South Africa (Proprietary) Limited ("Lavino")

On 2 February 1989, Anglovaal announced that it had contracted with Applied Industrial Minerals Corporation of the USA to purchase the entire issued share capital of Lavino

for R77 655 000. All of the contractural conditions have now

In terms of its agreement with Mid Wits, Anglovaal has offered- and Mid Wits has accepted - a 49 per cent

(Reg. No. **0**5/04469/06) ("Mid Wits") Incorporated in the Republic of South Africa

participation in this investment.

30 March 1989

EXHIBITIONS

The Royal Academy, Italian Art in the 20th century: after German and British, the third in the Academy's roughly ble sequence of major national surveys. This is an exceptionally thorough study of the earlier phases, clearly setting out the several developments of Futur-ism, Metaphysical Painting, Real-ism and Abstraction, but is rather more cursory and helter-skelter in bringing the story up to date. But the works in themselves are well chosen throughout, never less than intriguing and often very besut ful. All in all it is a remarkable nul. All it is a remarkane exhibition. Daily until April 9; sponsors Alitalia and Fiat. The Barbican Art Gellery. The Last Romantics. A fascinating study of the romantic, symbolic and decorative strain in British ministry that have provided in the control of th painting, that links Burne-Jones and the later pre-Raphaelites to Stanley Spencer and the Slade muralists of the 1920s. Daily until

April 9. The Whitechapel Art Galkery (in collaboration with the Funda-(in collaboration win the runda-cio Joan Miro, Barcelona). Joan Miro: Paintings and Drawings 1929-41 — a study of the purest and most abstracted of the Surre-alists through the period of tran-sition from his earlier, directly figurative work, to the final con-firmation of his mature and most characteristic manner. Daily except Mondays until April 28
- sponsored by Citicorp/Citi-

The Hayward Gallery, Leonardo da Vinci: Artist, Scientist, Inven-tor. The most comprehensive exhibition ever staged of the drawings of Leonardo, includ 88 from the Royal Library at Windsor. The full range of his interests is covered — imaginative, anatomical, botanical, mathematical, geographical, mechani-cal – and the show concludes with an impressive display of models of his mechanical proposals, including a full-scale reconstruction of his flying-machine. The sponsors, IBM, contribute a number of computer studies and projections of some of his other works and schemes, includ-

ing an analysis of the perspec-tives of the Last Supper. Daily until April 16. The Hayward Gallery. La France: Images of Women and Ideas of Celebration of France, the Revolution Revisited. The exhibition is an odd and delightful anthology of images of that etimes seductive, sometimes daunting personification of La France, Marianne, as she has been has been depicted in French art over the two centuries since the Revolution, with a few ante-cedents thrown in. It is trustrating in that not all the requested loans were met, and the gaps are eloquent of the larger exhibi-tion that might have been. But even so it is a generous and affectionate tribute to Britannia' difficult neighbour. Daily until April 16: then on to the Walker Art Gallery, Liverpool, May 3 to June 11.

Grand Palais. The French Revo-

his time and inspired the

avant-garde movements of the early 20th century. Until April 24, closed Tue; late closing night Wed (42 95 58 30).

The Louvre. The glass pyramid, built by LM. Pai, the Sino Amari-

can architect, has opened to the public as a dramatic entrance to one of the world's most

famous museums. Erected as

a medieval fortress in 1204, the Louvre later expanded into a

tenaissance royal palace only to be turned into a museum in revolutionary 1793. Since then, the modernisation of the muse-um's infrastructure became a

matter of utmost urgency and the pyramid's centralising role

is an important step towards

the completion of the projec

of the Grand Louvre planned

remain firmly in place. Open 9am-6pm, Mon and Wed until 9.45pm, closed Tue.

Musée Jacquemart-André, Rus-sian historical costumes. Lenin-grad's Hermitage Museum has lent 200 exhibits from its trea-

sure trove of historical costum

dating from 1700 to 1914 Richly embroidered court dresses, gold on red velvet or silver on silvery

brocade vie with the gracefulnes

of French-inspired lines of a

or rench-inspired mes of a white muslin dress. There are uniforms, sacerdotal robes and servants' liveries, there is the exotica of peasants' colourful clothes. 158, Bid Haussmann,

12 noon-6.30pm; ends May 31. Musée des Arts Decuratifs. The

intimate world of Alexander Calder, some 300 works, most of them gifts to family and

OPERA AND BALLET

Royal Opera, Covent Garden. Luchino Visconti's famous 1958 production of *Don Carios* returns

for its last-ever revival, con-ducted by Richard Armstrong, with a cast including Sanuel Ramey, Dennis O'Neill, Katla Ricciarelli, Agnes Baltsa, and

Ricciarelli, Agnes Baltsa, and Gino Quilico. English National Opera, Coli-senm. Jonathan Miller's dark, handsome staging of *Don Gioo-*count is revived with Steven Page in the title role, Rita Cullis as Anna, Elizabeth Hynes as Elvira and Jane Glover (making her END detail) or conductor. Mora

ENO debut) as conductor. More performances of the first-ever Coliseum Falstoff, produced by

David Pountney and conducted by Mark Elder or Lionel Friend,

by Mark Singler of Luxon at the head of an excellent cast; final showing of *The Turn of the Screw*, another Miller production, with a notable Quint and Governess in Robert Tear and Gillian Sullivan.

Théâire des Champs Elysées.
Rossini's William Tell with Michael Schoenwandt conducting
the Orchestre National de France
in a new co-production between
the Théâtre des Champs Elysées,
Tostra alla Scale Nice Onera

Music (47203687). Paris Opéra, Tchaikovsky's Sleeping Benuty in Rudolf Nurey-ev's production and choreogra-

Testro alla Scala, Nice Opera and the Total Foundation for

for 1995. It will involve the moving around of 800 of the exhibits, but the three stars — the Mona Lisa, the Victory of Samothrace and the Venus de Milo will

lution in Europe. A vast exhibi-tion organised by the Council wire catches the likeness of a of Europe tries to situate the friend, while a miniature circus is created from bits and pleces in a riot of playfulness. Ends May 21. Closed Mon and Tue French Revolution in the social and political context of Europe as a whole. Over a thousand (42603214) Musée d'Orsay. Paul-Emile paintings, sculptures, engrav-ings, objets d'art and everyday objects lent by 15 countries retrace the pre-revolutionary splendour of European courts and the aristocracy as opposed to the laborious life of the peas-ants. The fall of the Bastille, the symbol of the Revolution, is political influence of artists who by representing the heroes of antiquity indirectly bestowed on an idealised contemporary reality. A visual representation of the Human Rights Declaration becomes a corneratone of the revolutionary iconography. The exhibiton ends with images of Napoleon's seizure of power and restoration of an authoritarian Closed Mon, ends April 23. regime. Closed Tue. Late opening night Wed. Ends June 26 (42895410). Grand Palais. Paul Gauguin. Coming after Washington and Chicago, 250 works from all over the world form an important the world form an important retrospective of the legandary peintre moudit, influenced at first by the impressionist Pissarro and later by Degas and Cezanne. The powerful personal ity of the self-taught artist raphily asserts itself. The combination of imanities and primitivism. idly asserts itself. The communa-tion of japanism and primitivism expressed in glorious pure col-ours and the grave sensuality of his large Tahiti canvases revo-lutionised the artistic scene of

days and lunchtimes.

Palais des Beaux-Arts. Art Deco in Europe. Tues-Sat, closed Mon. m Europe. 1 des-Sat, closer ann. Ends May 28. Musée Royaux d'Art et d'His-toire. Tibet ~ Terror and Magic, scriptures and paintings of lama ist gods on loan from the Musee Guimet, Paris. Closed Monday ist gods on man from the stusse Guimet, Paris. Closed Monday ends May 14 (733.9610). Ranque Bruxelles Lambert. Women at the Time of the French Revolution — daily, ends may 15. Galerie CGER. The Heri-tage of the French Revolution tage of the French Revolution 1794-1814. daily ends June 11.

Frankfurt by Picasso's family have never been shown in public before. All styles and periods in his working life are represented here. These books cover around 70 years of his life; his start in Spain of the turn of the century, the cubism period before the First World War, and followed by the period from 1920 to 1965. In the sketchbooks there are his

mers (1915), the Calowi (1916).

Schira Kussphalle and Emistverelia, Am Römerberg?rospect 89.

Peter Weiermair director of Frankfurt's arts association has again chosen a wide variety of the company of

and sculptors from 15 different for the first time, show the inventiveness and sense of humour of the sculptor. This are turned into birds and twisted countries for this year's Prospect 9. The gallery of the Schirn Museum, gives the visiter the opportunity to follow the artist's opportunity to follow the artist of creative development. Among the artists are Thomas Grusofield, Heinrich Dunst, Peter Halley and well known Robert Mangold, Donald Judd, Ellsworth Kelly, This exhibition also

includes some performance art based on the ideas of the artist Richard Artschwager, Kunstver

da presents works with special

themes with pictures by Fren-cesco Clemente, Leon Golub,

cesco Clemente, Leon Golub, Franz Wanner and Mike Kelley.

Scott Burton, shows two stone seats, Ian Hamilton Finlay with

12 heavy stones under the title of "The present order is the dis-

Kruger is the exception with

order of the future" and Barbara

The Bank für Arbeit und Wirt-schaft. A large and varied exhibi-tion of paintings and water col-ours by George Eisler, one of Austria's best known painters,

during the War, lived in Man-

chester but was one of the few artists to return. Ends April 20. Secession. There is always some exhibition by Austrian artists

on show here. But it is also worthwhile to go downstain

see Klimi's Besthoven Frieze, which has been restored to its original place. The Secession, home of Vienna's fin-de-slecke

inters, has been wonderfully stored.

A New Art Gellery, run by the

state-run Leanderbank, makes its debut with what is expected to be an exciting exhibition on

Egon Schiele, one of Vienna's greatest fin de-siècle artists. The Kunstforum, a new art gal-

lery run by the state-run Lean-derbank, makes its debut with the Leopold collection, a Vien-

nese who bought several paintings by Egon Schiele, one of the leading lights of Vienna's findespecie, for next to nothing in the 1950s. There's are some wooden-

ful Klimt sketches and Kokosch

kas. Well worth catching. Ends

Palazzo Braschi. Views of Rome by Giambattista Piranesi: 93 engravings by Piranesi and con-temporaries (including his son, Francesco and his maestro, Giu-seppe Vasi) covering the years

in the city's history, when deco-rative additions to the berooms city such as the Trevi fountain and the flight of steps from Trin-ita dei Montito Piszza di Spagna had only just been completed,

and a mere 100 or so years had passed since Bernini itad com-pleted the two fountains and

the colonnade in St Peter's Square. The exhibition opens

with the excuisite map of the

with the exquisite map of the city engraved by Gian Battista Nolli in 1748, beneath which Piranesi has drawn the facades of S. Maria Maggiore, S. Croce in Gerusalemme, and the symbol of Christian Rome, St Peter's. Piranesi stands out from his contempories for the innate drama of his engravings, this quality becoming ever more pronounced.

Miot's photographs from Tahiti 1889-1870 show the melancholy reality behind Gauguin's dream of an exotic paradise. Closed of an exotic paradise, Citeen
Mon, ends April 23 (40494814).
Musée du Luzembourg, Trea-sures of Gallo-Roman Silverware.
The splendour of Roman silversmiths' work is brought to life by the rich finds on the territory of Roman Gaul. 250 exhibits show favourite decorative motifs - floral themes, scenes inspired by hunting or by the Dionysos cuit. Tableware, mirrors and treasures from temples testify to the finesse of Roman and Gallo-Roman master craftsmen. 19, rue de Vaugirard (42342595). Musée de Cluny. Medieval art in Paris. The abbots of Cluny built their magnificent late Gothic town house in the heart of the Latin Quarter on the blackened ruins of Roman baths. Now a museum, it houses medi-eval works of art — goldsmiths' work, carved altarpieces, ivories fabrics, with two English royal standards embroidered in gold on red velvet. In a rotunda of its own is a set of the Lady and the Unicorn mille fleurs tapestries — an allegory of the five senses, one of the masterpieces of medieval art. Place Paul-Pain-lève, Métro Odéon. Closed Tues-

'Je Suis le Cahier', the sketch-books of Picasso. This exhibition of 40 sketchbooks and around 200 paintings, organised by the New York based Pace Gallery and sponsored by the American Express company, will have its second stop here in Frankfurt on the European tour. These fas-cinating sketchbooks, owned by Picasso's family have never most famous works as Damo-iselle d'Avignon (1907), the Swim-mers (1918),the Clown (1905).

phy after Petipa conducted by Patrick Fournillier alternating with Vello Paehn in Nicholas

with velot reem in Niconas Georgidias decors and with Paris Opéra stars (47425371). Théâtre de la Ville. Carolyn Carl-son dances Solo Blue Lacigto René Aubry's music (42742377).

Théstre Royal de la Mounsie.

Fidelio produced by Adolf Dresen, with the chorus and orches tra of the Monnaie conducted by Hans Zender. Josef Protschka is Florestan, Janis Martin plays Leonore (Fri, Sun, Tues) 218.1211.

Staatsoper. In repertory. Il Bar-biere di Siviglia conducted by Ion Marin and sung by Martine Dupuy, Nicolae Ghiaurov, Bruno Pia; Der Rosenkavalier con-ducted by Horst Stein, with Lucia Popp, Patricia Wise, Alfred Stamek and Peter Jelosits; Il Transfure conducted by Brisland Trountors conducted by Berislav Klobucar, with Martine Dupuy, Brigitte Poschner-Klebel, Piero Cappuccilli. Ballet: Traz Schule conducted by Arturo Tamayo, and Raymonda conducted by Caspar Richter (51444. ext. 2660). Vollesoper. In repertory: Die Zauberflöte, Die Fledermaus, Der Fremdenführer, Die Freischilte, Mignon, Hoffmanns Erzählungen und My Fair Lady (51444. ext.

Deutsche Oper. Closed for reno-

becoming ever more protocured unfil the cool, analytic approach taught by his mentor Vast, lose our completely to the romantic and poetic side of Pirauest's

Stantsoper: Der Rosenkavalier has fine interpretations byJudith Beckmann, Hildegard Hartwig, Dieter Weller and Heimurkerger-Tuna. Rihm's Die Hamletmaschine will have its premiere fins week. In the main parts are Richard Salter, Linda Piech and the two actors Christian Bossert and Wolfgang Trautwein. Fidelio has Nicolaus Harmoncourt as conductor.

Opera. Il Barbiere di Siviglia features Zehava Gal, Michai-Shamir, Bodo Schwanbeck, Rod-ney Gilfry and Franz Mayer. ngy thing and Frank hayer. Dido und Aeneus is respectable with Clenys Linos, Valtentin Jar, Ulrike Sonntag, Sonia Theodoridou, Linda Finnis and Margi Neuhaer.

Cologne

Opera. La Traziata is sung by Maria Spagcagna, Fernando de la Mora and Brent Ellis. Cologne la Mora and Frent Ellis. Cologne honours the great producer Jean-Pierre Ponnelle, who died last year, by restaging the complete Mozart cycle of seven operas, all produced by him. This week's performance will be Die Englibrung ous dem Serail. with a strong cast led by Mariella Devia, David Knebler and Martin Finke. Foust, sung in French rounds off the week.

Opera. Tannhouser stars Richard Versalle in the title role, Nadine

the interior of the colossec (1788) and the temple of Minerva Medica Until April 25.

* 15 ******

.

.....

. . .

. . . Francis

:-,- -

\$ 2.5 ×

Tak Region

The Section 19

*** **

Plespont Morgan Library, Master drawings borrowed from Hol-land's oldest museum, the Teyler in Haarlem, focuses on work by Michelangelo, Raphael, Golzius, Rembrandt and Guercino among 100 pieces from the 18th and 17th centuries. Ends April 30.
Museum of Modern Art. In advance of its arrival at London's Hayward Gallery in November, the first retrospective of the work of Andy Warhol since 1970 surveys all his work from the 1959s, covering the Campbell's Soup cans, silkscreens on canvas of Elvis, Jackie Kennedy, Marilyn Monroe and other movie stars, disseter paintings and numerous self-portraits. Ends

National Gallery of Art. Cezame: the Early Years. Already seen at London's Royal Academy of Art and the Musée d'Orsay in Paris, the exhibition rises 65 oils and 35 diawings showing Cazanne's proto-im pressionist techniques from 1839 to 1872, Enris April 30.

Art Institute. As part of a national tour, 67 rare ancient Greek sculptures, bronzes, and painted terracotta trace the development of the human form in art from the teath to the fifth centuries BC. Ends May 7.

National Museum. Screen Paintings of the Muromachi Period (1534-1573). The Muromachi (1834-1673). The minumaking Period corresponds to the Renais-sance in Europe and much of its art was produced under the influence of Zen Buddhism and of Chinese ink painting of the Sung and Yuan dynasties Land-corne high and fluence are scape, birds and flowers are among the favourite subject and this exhibition includes and this exhibition includes works by such masters of the genre as Sesahu and Kano Motonobu. Closed Mondays.

National Museum of Western Art. Masterpieces from the Vatican. A somewhat random selection of paintings and sculptures, chosen to demonstrate the development of western art from ancient Greece to the Renaisancient Greece to the Renalssance as well as to present the architecture of the Vatican itself. Closed Mondays.

National Museum of Modern Art. Odilon Redon. A major retrespective featuring more than 200 paintings, prints and drawings by the great French Symbol-ist, attractively exranged by sub-ject matter (monsters, angels, apparitions etc) rather than chro-

Closed Mondays. Hara Museum, Kitashinagawa. Hara Annual IX. Recent works by ten young and uncoming lap-anese artists an opportunity to view trends and developments in contemporary Japanese art. Grand Gellery, Odakyu Department Store, Shinjuku, Ancient Greece and Rome, Sculptures, ceramics and other art works, depicting the gods and goddesess of classical myth, on loan from the State Museum of Ethnology in Leiden, Holland. Closed Tues-

Denize, Sabine Hass, Wolfgang Brendel and Alfred Muff. Madame Butterfly has wonderful Marso Arturo Marelli production and sets with Yoko Watanabe and Michael Sylveste In the leading parts.

Metropolitan Opera. Benjamin Britten's Billy Budd returns to the repertory with Thomas Allen in the title role, James King as Captain Vere and Jan-Hendrik Captain vere and Jan-Hendrik Rootering as Claggart, conducted by Thomas Fulton. Die Walkelre, conducted by James Levine, Jes-sye Norman sings Sieglinde, with Hildegard Behrens as Britanhilde and James Morris as Wotan. The week's performance electricians week's performances also includ Rigoleto with Hel-Kyung Hong as Gilda and Leo Nucci in the title role, conflucted by Neilo Santi and the last performances of Eugene Onegin conducted by Andrew Litton with Joanna Hyn-ninen in the title role, Lincoln Center Opera House (362 6000)

American Ballet Theatre. While Mikhail-Barishnikov performs in *Metamorphosis* on Broadway, in Medimin press on investway, his company premieres his new staging of Swan Lake as part of their mixed spring repertoire. Ends April 16. Kennedy Center Opera House (254 3770).

Tokyo.

Saburo Teshigawara (modern dance). Melancholia (Mon. Tues), Ishi no Hana (Stone Flower) (Thurs) Parco Theatre, Shibuya (222 ask)

LABINAL/TURBOMECA

The respective Board of Directors of LABINAL and Société Financière TURBOMECA (SOFIT), two corporations headquartered in France, met on March 10, 1989 and decided in principle to merge

Shareholders' meetings will be held on April 28, Further to the above operation, more than 45% of Further to me above operation, male main services LABINAL a company currently traded on the Paris Stock Exchange, will be controlled by SOPARTECH, a newly created holding company of which the SZYDLOWSKI Family, heirs to the founder of TURBOMECA, will own 60%. The bolonce of the shares of SOPARTECH will mainly be owned by the sounder of the shares of SOPARTECH will mainly be owned by

The merged company, which will retain the name of LABINAL, will have soles amounting to French francs 7 billion, achieved for two thirds in the gerespace/defense/electronics markets and one third in the automotive market, its three business segments - small and medium gas turbines used primarily to

power helicopters, tactical missiles, target drones and ground support equipement (TURBOMECA and MICROTURBO Divisions):

 electronic and electromechanical components and systems such as connectors and electrical wiring systems, motors and actuators, filters, fire pressure indicating systems either for ceraspoce, military or telecom, computer and industrial applications (CINCH CONNECTORS, GLOBE MOTORS and ASRO SYSTEMS Divisions);

- automotive components and systems such as connectors and wiring homesses, filters and electro-magnetic braking systems (AUTOMOTIVE HARNESS, PURPLIX FILTERS, TELMA RETARDER Divisions).

The new entity will employ approximately 15,000 people worldwide, 1,000 of them in the United Kingdom where it operates through the following subsidiaries: MICROTURBO Ltd., CINCH CONNECTORS Ltd., LABIALTO LEGIONAL ARRO AND DEFENSE SYSTEMS Ltd., LABALTO Ltd., CROSIAND FILTERS Ltd. and TELMA RETARDER Ltd. Its consolidated sales in the United Kingdom exceed 55 million Sterling Pounds.

CLASSIC CAR

ENTHUSIASTS

For a guide to Classic Cars read the Motoring Page, Weekend FT

April 8th.

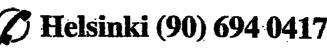
Order your copy now!

FINANCIAL TIMES

Have your F.T. hand delivered . . .

. . . at no extra charge, if you work in the business centres of

HELSINKI & ESPOO



And ask for details.

FINANCIAL TIMES

فكذاصم الأصل

Rambert Dance Company

The opening programme in the Rambert spring season on Wednesday night asserted cer-tain very important facts about the company in the third year of Richard Aiston's directorate. The "house style" is clean, the dance sharp in outline, bright in dynamics. The visual iden-tity of the repertory is no less sharp and assured, witness the Bruce McLean decoration for Soldat and the lean, sure look of the three other works in the of the three other works in the evening. The musical texts are adventurous, well performed; the repertory can encourage new creators — Ashley Page from the Royal Ballet — and show crucial influences such as Merce Commission, as well as Merce Commission and Merce Commission as Merce Commission and as offering Alston's own deci-

The effect is of integrity in artistic decision and aim, sustained by an ensemble that tained by an ensemble that now looks as finely tuned and responsive as at any time in my four decades of watching Rambert. And though there was nothing brand new in the evening – the London novelty was Page's Soldat – the continuing freshness of style and the rigour of presentation made for continual pleasure in watching a troupe on peak

form.

Cunningham's Septet mingles an innocent lyricism with fank-naif chaim, just as does its Satie score, and my eye was constantly drawn (as throughout the programme) to the dancing of Amanda Britton. With her long, true limbs, she is a Euclidian dancer, proving Cunningham's elegant theorems with an unerring simplicity and grace. The abrasive response to Septet continues to be Richard Alston's Hymnos, driven on its way by the aggressions of Peter Maxwell Davies' writing for clarinet and piano. It is hysterical music plano. It is hysterical music which Alston shapes as a view of uneasy and harsh physicality: its two couples perhaps arriving at some form of cell-languages. self-knowledge at the end of

The piace.

The poor Soldier in Ashley Page's Soldat knows only too well how he has been cheated by the Devil as the piece ends. His story, as I reported from the works premiere in October 1 the works premiere in October 1 the state of the sentational terms. Like the

brilliantly coloured shapes and structures of Bruce McLean's dazzling setting, which create a powerfully direct yet reverberpowerfully direct yet reverbet-ant theatre for the action, Page's movement reduces nar-rative to an essence, lively, classically inventive, revealing. It is the most sophisticated of folk-worlds, but oddly innocent nonetheless, and performed with tramendous brio by its cast — Paul Old catching every least mance of expression as least nuance of expression as the Soldier, Steven Brett as the Devil pouncing on the music, and Amanda Britton all clarity as the Princess. Soldat is a fine achievement by Ashley Page and his collaborators.

The closing Strong Language is Alston's response to contrasting moods in John-Marc Gowans' electronic score. A passonate lyncism and a dis-co-best, gentle lines and ebul-lient steppings, meet here in vivid contrasts. I think the score overstays its welcome, but the Rambert dancers' skill everywhere holds our attention.

Clement Crisp



from illness, and met Van Gogh in Arles. The two became

companions, painting and sup-ping together for several months. Van Gogh recorded an improvement in the Dane's

work, which he initially found "too dry, correct and timid."

Two canvases here date from this period. The first is a tran-

quil twilight landscape, suf-fused with soft rosy light. The second shows buildings on the

dge of Arles under a brilliant

built up by a weave of impasted brushstrokes.

Van Gogh's gauntlet was never picked up by the Danes.

'Freedom' concept proves a born survivor

IN 1891 six Danish artists founded Den Frie Udstilling – The Free Exhibition – in response to their repeated rejection by the official Copen-hagen Salon at Charlottenborg. Their exhibition society proved less a Salon des Refusés 20 years on than a prototype Vienna Secession. Like the Viennese Secessionists (established in 1898) the group appeared to "recognise no difference between high and low

Leading lights of the Danish Arts and Crafts movement were among its founding mem-bers – Johan Rohde, Vilhelm Hammershol, Christian Mour-ier-Pedersen, Harald and Agnes Slott-Moller and J.F. Willumsen (Kroyer joined soon after) and paintings, sculpture, prints and ceramics were shown side by side.

15

A ... A ... GE

ROW TOR

North Carlot

ر المدر ا المدر ا

5 : Z* Z* | 3

4.44

. . . .

So immediate was Den Frie's success that the group built its own gallery the following year. That was replaced nine years later by Willumsen's white chipboard structure, more modest but every bit as distinc-tive as Olbrich's Secession

Once accepted as a member, the artist was free to submit what he or she wanted. Neither group imposed any specific style, and both recognised the necessity of forging contacts with international artists. What distinguishes Den Frie what distinguishes bein the from other Secessionist groups is its survival. In two years time Willumsen's gallery will host its centennial show. The society survived because there



Detail from Woman in a Garden, by Kristian Zahrtmann

scale - of Den Frie's early exhibitions is reflected in a delightful exhibition at the Bury Street Gallery in St James's, London, which has ploneered the sale of Danish paintings in London. It presents 20 works of art (no sculpture or ceramics) by artists who exhibited at Den Frie before the First World War.

Subject matter and tech-nique could hardly be more diverse. Beside quiet, classical interiors by Hammershoi are Rohde's view of the Forum, naturalistic Danish landscapes.

was no avant-garde to turn into rear-guard.

The character — if not the scene at twilight — indebted to French Academic Classicism a Symbolist watercolour, and Kristian Zahrtmann's vibrant Woman in a Garden, almost Pre-Raphaelite in its observation of nature and high palette. Edward Weie's comparatively harsh interior is a fascinating early work by one of Den-mark's greatest colourists.

The meeting of Golden Age Denmark and French Post-Im-pressionism provides arguably the most intriguing works on show. In 1887 Christian Mour-ier-Pedersen travelled to the south of France to recuperate

When Den Frie organised a Van Gogh and Gaugin exhibition in 1893, not one of Van Gogh's works was sold, even with price tags of 500-600 Kroner (around £30). Dutch painting was impor-tant to Hammershoi. His con-templative, light-filled interiors

are out of De Hooch and Vermeer, albeit via Whistler. Despite international acclaim, Hammershoi was not a succes at home. His four canvases steal this show. Dominating the gallery is a large, enig-matic canvas of a large, empty room; its austerity relieved only by the meandering of the Rococo plasterwork. A hint of drama is provided by an open door. Once again, the artist is playing tricks with light and More Whistlerian in its dar-

Mourier-Pedersen reverted to

painting traditional Danish interiors on his return home.

ing composition and cropping is the extraordinary view of the interior of the house he and his wife rented in Brunswick Square in 1912. He paints the timee sash windows as a frieze dissected by its broad plaster piers. The drab London light is captured as accurately as clear Copenhagen mornings. His grey-green pea tones are iridescent. Light is his true subject. Hammershoi liked the canvas so much he hung it in blue Provencal sky; the colour his bedroom - I wish I could is hotter and the composition do the same. The exhibition continues until April 14.

Susan Moore

Restoration

The approach to London's wretched Barbican Centre gets a little more hideous each day. The clowns and buffoons who make up such City planners as found redeployment from the Luftwaffe are pulling down modern eyesores and erecting even bigger ones with an eye to cutting down such as yet unprivatised resources as sir, makes a curiously apt setting for the RSC revival of Edward Bond's Restoration, the first RSC transfer this season from

leafy Warwickshire. Roger Michell's cogent, absorbing production was reviewed by Michael Coveney at the Swan at Stratford last autumn. It brings out the curi-ously English quality of Bond's angry gavotte for grotesques: a dash of Hogarth, a touch of Ben Jonson, but above all a visionary freedom that takes in the banal besides the sublime, a mixture of passion and sima instance of passion and sim-plicity that transcends the rules of mere naturalism and recalls William Blake.

Bond's carlcatured 18th cen-

tury is motivated by self-interest; the new industrialists seek satus, the impoverished nobli-ity wealth. A subservient prole-tariat blindly believes in the paternalistic hierarchy providing the best of all possible worlds, the innocent framed for murder but placidly awaiting the promised reprieve until the rope is round their neck. Murderers strike bargains with their victims' parents when profit rears its head. Expedi-

ency rules.

The production is dominated. by Simon Russell Beale's villainous Lord Are. At first glance a comically tetchy fop, found draping himself pictur-esquely against a tree, poetry in hand, to catch the eye of the ironfounder's rich daughter, he makes superb comedy of run-ning his unloved wife through with a rapier over breakfast and pinning it (almost literally) on simple serving-man Bob Hedges. The danger that the manic dandy might be remotely lovable is disposed of in a soaringly malignant cli-max when the podgy, beaky Mr Beale takes evil as his good; in the intimacy of The Pit his proximity is actually frighten-

Much of the play is hilari-ously funny. The action is interspersed with songs of Brecht-like ironic comment,



beautifully set by Ilona Sekacz whose music captures the anger, the brooding lyricism and the bitter pity of Bond's lyrics. The players emerge from their characters to sing, except in the case of poor Bob's mother. Her song, with its specific references to the Falklands, strikes a note of personal emotional and particular sonal emotional and particular involvement and jars against the sardonic detachment of the others despite — perhaps because of — the excellent Pip Hinton, whose rendering prompted an unalienated

round of applause.
David Fielding's setting of clean, stark white is dazzlingly lit by Rick Fisher, as merciless as the impartial sun that Lord Are worships; a fit background for some fine RSC ensemble playing. Duncan Bell's Bob, starting as Mummerset but soon lapsing into Scottish, makes his pathetic trust in his

betters tragic rather than simple. Mark Sproston's filth-caked railer, Patricia Lawrence's bedizened downger squatting in ragged finery and Jane Cox's mixture of obsequious civility and near-insone rancour as the jaller's wife clocking up every cup of tea, cake and glass of ale for future reckoning as she doles out favours to the condemned, all contribute notable cameos. Only Joe Melia's country parson is miscast. The doyon of fly-boys, Mr Melia confuses the oleaginous casuistry of the coat Lane trader - its equal in insincerity, possibly, but of necessity differing in style. And this vicar gives signs that he doesn't quite understand what he is saying. Otherwise, an engrossing three hours.

Martin Hoyle

Richter's public concerts in his minor piece from Op.10 and in London visit changed works en the group of four from Op.25, route. The fascinating programme of 20th-century minia-tures originally announced -Stravinsky, Shostakovich, Webern, Hindemith – was given at a private concert in the National Gallery last week, and in its place at the Barbican Richter played three sonatas by Mozart and a selection of Chopin studies.

It was a strange evening, at first magical and inspirational, and later uneasy. The turning and later uneasy. The turning point was a moment early in the sequence of studies: Richter had played the first group of four from Op.10 quite wonderfully, lending marvellous articulacy to the left-hand figures in the A minor beneath seamlessly puried lines in the right, and shaping the melody of the E major to a climax of special eloquence.

He left the platform at that point, and returned clearly unsettled. The E flat minor

unsettled. The E flat minor Study had a false start, and his David Murray playing never quite kindled the same fire again, for all its

The second of Sviatoslav memorable effects in the C approach were avoided by an Richter's public concerts in his minor piece from On.10 and in attention to musical grammar which ended with a severe. magisterial presentation of the A minor "Winter Wind" study. Then after the briefest of returns to acknowledge the ovation Richter was gone,

without encores. Whatever disturbed him had not been allowed to trouble his Mozart playing before the interval. Each of the sonatas conjured different shades. Most striking were the harrowing chromaticisms of the A minor K.310: the loading of the first movement given extra impress by repeating both halves, the slow movement sculpted in unadorned paragraphs - what elemental power Richter can impart to the most unguarded phrases through tone colour alone! – the finale fined down to a ghostly presence. The unassuming E flat Sonata K.282 became under the influ-ence of this intelligence a quilt of subtly moderated tempi, each carrying a distinct expres-sive thread, and the dangers of such an explicitly emotional

that was unfailingly Clas

It was left to the little C

major sonata K.545 to bring out the limpid purity of Richter's playing, the kind of clean-limbed, perfectly weighted articulacy which characterises his recordings of Bach. The darker shades were present - the first movement's terse development had its quota of threatening sforzandi and even the clattering canonic entries of the finale carried a measure of friction However much one wished that other composers had been represented in Richter's concert here - to Max Loppert's earlier plea for a London per-formance of the Schumann Fantasy, I would add one for Richter's unparalleled account of Musorgsky's Pictures and some Debussy - these demon-strations of a unique pianistic genius will remain in the memory for a very long time.

Andrew Clements

York Piano Trio

This is only the Trio's second season, though its members are experienced undight its members are experienced young performers. Some unevenness in their concert on Wednesday was neither surprising nor culpable; much more interesting were present achievenents and, still more, the potential strengths of the team.

In Parthemer's "Ghoet" Trio on 70

in Beethoven's "Ghost" Trio, op. 70 no.l, what was in any case a highly dramatic reading — tsut, springing outer movements, and a Largo (the "ghost" movement) of positively Gothic heights and depths — was enhanced by the pianist John York's ability to play even dense chordal material at a lucid pianissimo when needed. The strings in

a plano trio are rarely so fortunate; furthermore, York's parsimony with the pedal everywhere allowed the string-tone to stand out unblotted. In effect, this performance claimed some of the principal virtues of period-instrument. Beethoven. A modern asset, however, was the sheer size of the string sound, capable of striking through any but the most unbridled roars from the piano. There were a few of those in Shosta-kovich's fierce E minor trio, which was often exciting and often under-controlled (sometimes at the same time): skittish rhythmic impulses lost both the Largo passacaglia and, especially, the grim finale a degree or two of their full

gravity. At the outset the cellist Andrew Fuller, eloquent in all the right places — he is much the most lyrical places — he is much the most lyrical player of the team — did not risk the keening legato that his eerie, almost supersonic part really wants, but he slipped three or our times anyway. (It is among the most treacherous challenges in the repertoire.) The proportions of the whole piece, and its desolate feeling, were nonetheless justly rendered.

In Dvorák's F minor trio op. 65, the pleasure of hearing its repetitions, sequences and busy passage work made briskly articulate, instead of melting into a warm soup, was somewhat com-

promised by an excess of hard, dry fortissimo from the piano. There was a continuous string of bright little events, not much sense of an overall, movement-by-movement ground plan -something that has to be firmly marked when Dvorák is unstoppably loqua-cious, as he is here. The comfortable buoyancy that must carry it all is not to be achieved quickly (unless by well-at-tuned Czechs); it is that level of judicious sympathy that one will hope for as this extremely promising trio

ARTS GUIDE

KLEINWORT BENSON FINANCE B.V. US \$150 million Floating Rate Notes 1996 (US \$100,000,000 having been issued

NOTICE TO HOLDERS OF CONVERTIBLE BONDS

THE GUNMA BANK, LTD.

U.S. \$50,000,000 21/2 per cent.

Convertible Bonds Due 2002

Pursuant to Clauss ? (B) of the Trust Deed dated 31st March, 198? (the "Trust Deed") relating to the above-mentioned Convertible Bonds (the "Bonds"), the following notice of an adjustment to the Conversion Price (the "Conversion Price") of the Bonds is hereby given.

The Gunma Bank, Ltd. made a public offering in Japan of 10,000,000 shares of its Common Stock (with par value of Yen 50 per share) on Monday, 27th March. 1989 at the subscription price of Yen 1,014 per share, which is less than the current market price per share of Yen 1,079 calculated as provided in the Trust Deed.

As a possible of the share substrained the Common Butes of the Roads has been adjusted.

Pursuant to Clause 7 (B) of the Trust Deed dated 31st March, 1987 (the "Trust Deed") relating

KLEINWORT BENSON LONSDALE pic

as the Initial and Sole Tranche)

fwhich was substituted for Kleinwort Benson Finance B.V. as the principal debtor on 15th March 1985) For the six months 31st March 1989 to 29th September 1989, the Notes will carry a Rate of Interest of 11 per cent. per senum with a Coupon Amount of US \$656.11

CHEMICAL BANK

MUSIC

Royal Philharmo Royal Philbarmonic Orchestra, conducted by Sir Charles Groves, with Janina Flalkowska (piano). Handel, Grieg, Delius, and Men-

Handel, Grieg, Delius, and Mendelscohn. (Sun) Royal Festival
Hall (928 8800).

London Sympleony Orchestra, conducted by Rafael Frühbeck de Burgos, with Igor Olstrakh, Brahms, Beethoven. Barbican Hall. (638 8891).

The Philharmonia, conducted by Andrew Davis, with Silvia Marcovici (viciin). Boult, Bax, Bartók, Powers, Ravel. (Mon) Royal Festival Hall (928 8900).

London Philharmonic, with the London Philharmonic Choir, conducted by Simon Rattle, with

Arleen Auger (soprano), Haydn (Tue) Royal Festival Hall (928

1 (18) hoyar Festival Hall (228 8300). London Symphony Orchestra, conducted by Rafael Frühbeck de Burgos, with Igor Olstrakh (violin). Rimsky-Korsakov, Tchai-kovsky, Bartôk. (Thur) Barbican Hall (638 8891).

Susan Duma (soprano) with John Wustman (plano). The tre de l'Athenée (Mon) (47428727). Ensemble Mossiques conducted by Christophe Coin, Patrick Cohen, (plano). Mozart. (Mon) Theatre des Champs Elysees (4720887).

Theatre des Champs Riysees (47203687).
Quatnor Chilingirian. Schubert, Casterede (8.15 pm) D deWilliencourt. (callo). Anne Queffelec (piano). Lekeu, Debussy, Caplet, Faure. (Tue) Radio France, Grand Auditorium (42301516).
Orchestre de Paris conducted by Daniel Barenboim, Affred Brendel (piano). Beethoven. (Wed, Thur) Salle Pleyel (45630786).

Radio Sinfonie Orchester Kat towitz, conducted by Krysztof Penderecki. Penderecki, Shostarenderetan remnassan, Sassa-kovitsch. (Sat) Konzerthaus. Wiener Kammerorehester, con-ducted by Wolfgang Schultz. Eder, Haydn, Cimarosa, Bach, Mercadante. (Sat, Sun) Konzer-

Clemele Consort, conducted by Baroque. (Mon) Musikverein. Wiener String Quartet. Schubert, Berg, Beethoven. Palais Clam Gallas (Tues, Thurs). Kuchi Quartett. Webern, Schoenberg, Haydn. Musikverein. (Wed). Haydn Trio. Vranitzky, Janacek, Dvorak. Konzerthaus (Thurs).

Frankfurt Frankfurt Radio Orchestra con-ducted by Dmitrij Kitajenko and-solists Marie-Luise Neunecker. Robert Tear, Britten and Schosta-kovitch. Alte Oper (Thurs).

Berlin

Berlin Philharmonic Orchestra under Bernard Haitink, Mahler,

New York

Engenia Zuberman flute recital with Anthony Newman (piano). Vivaldi, Corelli, Geminiani. New York Public Library (Mon). New York Philharmonic conducted by Klaus Tennstedt with Benita Valente (soprano). Schubert, Mahler. Avery Fisher Hall (Tue) (874 6770) (Tue) (874 6770).

Marilyn Horne mezzo-soprano recital with Martin Katz (piano).
Hayan, Schubert, Nin, Turina.

Granados, Obradors, Viardot, Dvorak, Carnegie Hall (Wed)

(247 7800). Juilliard Orchestra conducted by Otto-Werner Mueller. Jan Radzynski (World Premiere), Prokofiev, Tchaikovsky. Avery Fisher Hall (Wed) (874 6770). Indianapolis Symphony Orches-tra conducted by Raymond Lep-pard with Marianne Rohrholm (mezzo-soprano). Elgar, Chaus-son, Beethoven, Canteloube. Car-negie Hall (Thur) (247 7800). New York Philhermonic conducted by Klaus Tempstedt with the New York Choral Artists directed by Joseph Flummerfelt. Haydn. Avery Fisher Hall (Thur) (E74 8770). Concert Royal conducted by James Richman. Couperin, Rebel, Mozart, Balbastre, Devienne. Merkin Hall (Thur) (362 8719).

March 31-April 6

National Symphony Orchestra conducted by Pinchas Zukerman with William Steck (violin). Stra-vinsky, Mozart, Nefkrug, Haydn. Kennedy Center Concert Hall (Tue) (254 3775). Netional Symphony Orchestra conducted by Pinchas Zukerman. Mozart, Vivaldi. Kennedy Center Concert Hall (Thur) (254 3776).

Chicago Symphony String Quar-tet. Reiner, Ravel, Borodin. Orchestra Hall (Wed) (435 0012). Chicago Symphony Orchestra conducted by Michael Tilson Thomas with Dale Clevenger (horn). Mozert, Beethoven, Ber-licz. Orchestra Hall (Thur) (435

Tokyo

Prazak String Quartet. Mozart, Janacek, Ravel. Tokyo Bunka Kaikan, Recital Hall (Mon) (235 1661). Stantskapelle Dre

ducted by Hiroshi Wakasugi, with Edith Mathis (soprano). Mozart, Mahler (Mon), Strauss, Brahms (Wed) Suntory Hall (289 9999). New Japan Philharmonic Orchestra, conducted by Takashi

Asahina. Beethoven. Suntory Hall (Thurs) (499 1531).

SALEROOM No bids for fine violin

yesterday when a violin made in Cremona in 1742 by Joseph Guarneri del Gesu, who is rated by the knowledgeable as the superior to Stradivarius as a violin maker, failed to find a buyer. The Ex Henry Holst, so named after a previous owner who acquired the Guarneri while a teacher at the Royal College of Music in London, was expected to sell for up to £600,000 (which would have made it the most costly violin at auction), but there was no bidding in the room at all. This is probably because the var-nish on the back is unattractive, which detracted from the beauty of its sound.

An autograph letter, one of 13, plus a violin, by the 19th century French maker Jean

Sotheby's had a setback yesterday when a violin made in Cremona in 1742 by Joseph

Baptiste Vuillaume sold for \$23,600, below estimate, to a Japanese buyer. In it Vuillaume writes: "I make beautiful and fine things that are very sought after, and in fact I will make instruments until the last day of my life. One does not easily abandon work

does not easily abandon work so purely artistic as to provide the greatest joy . . ."

All told the auction of musical instruments brought in £745,701, with 34 per cent unsold. The top price was the £90,200 paid for a violin made by Giovann Battista Guadgan-ini in Piacenza in 1747. This too was at the bottom of its estimate, showing what a small and selective market musical instruments is.

Antony Thorncroft

MacMillan ballet premiere

Sir Kenneth MacMillan's Prince of the Pagodas will finally be premiered by the Royal Ballet in December of this year, writes David Chur-chili. The premier had origi-nally been scheduled for this spring but was delayed by Sir Kenneth's illness last summer. The new work will be part of a season of MacMillan ballets in December to celebrate Sir Kenneth's 60th birthday. Among the revivals will be his produc-

tions of Gloria, Requiem, and Song of the Earth. The Royal Ballet's plans for next season, announced yester-day, include a collaboration with the Royal Opera on a new production of *Prince Igor*, the first such collaboration involv-ing the full company for over 40 years. Prices for the ballet at Covent Garden next season will rise by an average of 14 per cent, the Royal Opera House announced yesterday.

Dated: 31st March, 1989

calculated as provided in the trust Deed.

As a result of the above public offering, the Conversion Price of the Bonds has been adjusted, pursuant to the provisions of Clause 7(H)(v) of the Trust Deed, from Yen 784.50 per share to Yen 783.50 per share effective as from 28th March, 1989. THE GUNMA BANK, LTD.

REPSOL

1986 87 88 89Est

Plas million

Operating

FINANCIAL TIMES

NUMBER ONE SOUTHWARK BRIDGE, LONDON SET 9HL Telephone: 01-873 3000 Telex: 922186 Fax: 01-407 5700

Friday March 31 1989

An African blueprint

and the imprint is clear. The British version of constructive engagement, which first involves mopping up outstand-ing regional disputes and later concentrating on the internal affairs of South Africa itself, is being pursued with vigour. The Prime Minister's strategy reaf-firms her opposition to sanctions against South Africa, argues that contact with the Pretoria government is more productive than isolating it, sees hopeful developments within South Africa itself and raises the possibility of greater co-operation between the West and the Soviet Union in tackling the problems of the region.

Tomorrow, she could well give a striking demonstration of her belief that fundamental of her benef that fundamental changes are under way throughout the region. Mrs Thatcher is considering stopping in the Namibian capital of Windhoek on her return to London on the day the territory starts its transition from South African control to independence elections monitored by the United Nations.

It would be a dramatic ges-ture, serving to underline the changing regional realities which make up part of Mrs Thatcher's case. Economic and demographic factors are taking their toll of apartheid, as the negative market reaction to the latest South African budget demonstrates. The outcome of the leadership dispute in South Africa between President P.W. Botha and Mr F.W. de Klerk could revive the stalled process of reform, though this is not a foregone conclusion. Moreover, there is no doubt that Moscow is urging the African National Congress to reassess its military strategy.

Acid tests

Yet three acid tests need to be applied to the Prime Minister's vision of a new and hopeful era in the region, based, in part, on her belief that Pretoria is now prepared to live at peace with its neighbours. These are the release of Mr Nelson Mandela, the ANC leader, essential for the success of any political reform process in South Africa, the end of the conflict in Mozambique, and

MRS MARGARET THATCHER has been stamping her mark on southern Africa this week on southern Africa this week

Despite the non-aggression pact signed with Mozambique in 1984, Pretoria has failed to end its support to the Renamo rebels — or at least has turned rebels — or at least has turned a hind eye to assistance privately channelled through South Africa. The Mozambique government's failure to win the war may be explained partly by the fact that its army is inadequate, but that surely is contact that the surely is contact the surely in the surely in the surely is contact the surely in the sure is inadequate, but that surely is only part of the story.

Treaty obligations

Mrs Thatcher herself, in visiting a British-trained Mozambican troop base this week, again denounced Renamo as "terrorists." Yet her government has not made the neces-sary commensurate demand that Pretoria fulfil its treaty obligations and has gone no further, so far, than making oblique references to this desir-

The complexities of Namibia are very different, but the fundamental issue - South Africa's real intentions - is the same. Much can go wrong in the territory's highly charged atmosphere, as South Africa withdraws its troops but retains a powerful influence through the local police force and an administration which, for the most part, treats the prospect of a victory by Mr Sam Nujoma's South West Africa Peoples Organisation with misgiving, if not outright hostility.

The presence of a United Nations monitoring force of soldiers and police can help ensure fair elections, but there is still scope for abuse by the contestants South Africa favours. The Prime Minister's presence in Namibia would be intended as a signal to South Africa that she wants to see Africa that she wants to see fair play. It should also serve as a reminder that, if Pretoria wants to ensure that Mrs Thatcher continues to play a moderating and constructive role in the region, it must respect its international engagements. If South Africa fails to do so, then this week's call by President Robert Mugabe of Zimbabwe for man-

datory sanctions against South Africa would command wider

The cure for congestion

BRITAIN'S transport in transport infrastructure. infrastructure - or rather the lack of it - is becoming a steadily more sensitive political issue. A problem on the roads might perhaps be excus-able. But the congestion enveloping London and the south east is pervasive: it is common to all modes of transport — air, rail, road and the Under-

ground.

The quality of many people's lives is undoubtedly being impaired by the delays and overcrowding. But estimates of the economic burden placed on industry are rare. This week the Confederation of British Industry entered the fray, claiming that the total costs were about fish a year, or more than four times the usual quoted figure. Two thirds of the costs are borne by companies operating in London and the south east.

The accuracy of the CBI esti-mate is hard to judge. But it is based on a survey of members which indicates delivery, service and sales costs are 20 per cent higher in London and the south east than elsewhere. Several concrete examples are given. Sainsbury, for example, makes 50 to 60 per cent of its deliveries before 7.30 in the morning, even so delays and lower traffic speeds are reck-oned to add £3.4m a year to its annual costs. Marks and Spencer puts a £2m price tag on its congestion costs. British Telecom claims that an improvement in road speeds in the capital area of just 1.4 mph would cut its costs by £7.25m a year.

Alarm bells

These are big numbers. Yet small companies are thought to face even bigger proportion-ate costs as a result of congestion. The CBI analysis ought to set alarm bells ringing in Whitehall. The thrust of government policy for a decade has been to create the conditions in which entrepreneur-

ship can flourish. Lord Young and other minis-ters have been leading campaigns to cut red tape and reduce the unnecessary con-straints imposed by the public sector. Yet if the CBI is correct, such efforts have been in vain. The savings achieved by the efficiency units have been more than offset by the creep-ing paralysis of business caused by the failure to invest if congestion costs are high in London and the south east, should not businesses move to less crowded parts of the country? This congestion-as-regional policy argument is defeatist at the best of times. The goal of regional policy should surely be to make less attractive regions more attrac-tive rather than to enforce migration by allowing infra-structure to deteriorate in prosperous areas. In any case, this argument overlooks the fact that, with the construction of the Channel Tunnel, London and the south east will increasingly act as a conduit for trade with continuental Engagement. with continental Europe. The costs of congestion in the south east will be borne by companies, wherever they are located in the UK.

Primitive network

Britain already suffers worse road congestion than other large European countries. The rail network is primitive (large sections are yet to be electri-fied) and incompatible with that in use throughout continental Europe. The south east seems likely to run out of run-way capacity within a decade

or so.
The CBI is right to worry that these and other shortcomings could place British businesses at a significant competitive disadvantage in an increasingly unified European market. But it is wrong to argue that the Government should therefore offer compa-nies 100 per cent tax incentives for investment in transport infrastructure. The tax system is already distorted and further ad hoc concessions could only make the playing field still

more uneven.
Business leaders' calls for greater co-ordination of transport planning, however, are fully justified. It cannot make sense for 33 local highway authorities to share responsibility for 90 per cent of Greater London's roads. Nor are inter-nal divisions within the Transport Department helpful; roads and rail should not be separate empires communicating only at deputy secretary level. But no amount of organisational rejigging can obscure the fact that efficient transport systems cost money. The economies of the past decade are beginning to look expensive.

Peter Bruce looks behind the Spanish Government's flotation of Repsol

he Spanish love a gamble, but the country has never of its biggest company, Repsol, the state-owned oil conglomerate.

state-owned oil conglomerate.

The flotation of some 20 per cent of Repsol — in Madrid and New York with private placements in Europe and Tokyo — is expected to raise up to \$1bn and to launch one of Spain's last large protected industries into the European Community's liberalised single market after 1992. Repsol was created amidst over-

whelming publicity two years ago and the flotation has become a test of the Spanish Government's ability to imitate Mrs Margaret Thatcher's popular capitalism in Britain. The sale has been planned with meticulous care. Ever since the Government recognised in the early 1980s that EC membership would mean opening up Europe's fifth largest and fastest growing oil and fuels market, a ponderous effort has been made to find ways to meet the absolute minimum requirements of EC free competition and protect Repsol's commanding

position.

The pieces are now in place. In 1984 the Government passed legislation reorganising the petroleum industry and the following year fixed tiny quotas under which foreign companies could import products into Spain until the beginning of 1992. Today, a pathfinder prospectus will name a broad price range for a stake in the Repsol bonanza. On April 20, the sale of shares, at a final, fixed, price begins with trading starting around May 11. Repsol's advisers and underwriters should have little to worry

Repsol's history begins in 1981 when the energy operations of the big state industrial holding company, the Instituto Nacional de Industria, were hived off to form the Instituto Nacional de Hidrocarburos (INH). Under the 1984 reorganisation, con-

trol of Campsa, which until then had merely administered the country's netrely authinistered the country's petroleum distribution monopoly, was also transferred to the INH. Campsa, founded in 1927, is the only company authorised to distribute oil products in Spain and in 1984 was given actual ownership of the monopoly. It now owns all of Spain's 2,000 km pipeline network, more than 2,000 road tank ers, more than 1,000 rail tankers, and a 30 vessel ocean-going fleet.

a 30 vessel ocean-going fleet.
In early 1985, a young Harvard and
MIT graduate, Oscar Fanjul, was
appointed president of the INH. Fanjul, now 40, is close to Spain's socialist Prime Minister, Mr Felipe Gonzalez, and helped negotiate the
country's entry to the EC.
A few months later the Government
tampered with Campsa asain — divid-

tampered with Campsa again - divid-ing ownership of the monopoly among ing ownership of the monopoly among local refiners according to their refining capacity. This still left the INH well in control with 56.67 per cent of Campsa. The biggest private sector refiner, Cepsa, has 14.64 per cent; its smaller rival, Petromed, has 7.51 per cent; Union Explosivos Rio Tinto (known as ERT) owns 5.7 per cent and Petronor. A Basque based-refiner Petronor, a Basque based-refiner part-owned by the INH and the Mexi-can production company, Pemex, has

Spanish refiners were still obliged Both foreign and local groups were, from January 1986, allowed to import a little into Spain provided they con-tinued to sell through Campsa. But Spanish companies were taking more than half the imported products, with foreign competitors still having great difficulty entering the market. In 1987, Fanjul launched Repsol, of which he is now chairman. This incor-

which he is now chairman. This incorporates almost all the INH subsidiaries – the exploration groups Hispa-noil and Eniepsa, the refiner

he Spanish love a gamble, but the country has never tried anything quite as ambitious as the part-privatisation biggest company, Repsol, the greed oil conslowers to Spain's oil company to the world

Empetrol, and Butano, the world's biggest butane distributor - and the great bid for a weighty Spanish presence among the world's oil multina-

ence among the world's oil moltina-tionals began.

According to Research Associates, a
Madrid analyst, Repsol goes into its
part-privatisation as the world's 19th
and Europe's seventh largest oil company, with 1988 sales of \$8bn and net
profits of \$468m. Mr Joaquin
Tamames of Research Associates
believes Repsol and its advisers will
mice the shapes between Pta 1.600 (69) price the shares between Pta 1,600 (£8) and Pta 1,870 in today's pathfinder. These prices are probably conservative given the strong balance sheet, but "Repsol is extremely concerned with the after-placing share evolu-

tion," he says.
Assores Bursatiles, a Madrid broker, says in a recent report that it

The flotation has become a test of the Spanish Government's ability to imitate Mrs Thatcher's popular capitalism

expects the final price to value the company between Pta 450bn (£2.26bn) and Pta 500bn, with the flotation raising up to Pta 100bn. It forecasts consolidated net profits of Pta 71.9bn (£360m) this year, nearly four times the Pta 20.2bn reported in 1986.

The company has a vice-like grip on most of its markets, so that such growth is unsurprising. Petrol deliveries in Spain rose nearly 8 per cent last year, far higher than the rest of Europe and all the forecasts are for similarly strong growth in the medium term.

The average Spanish petrol station

pumps out some 3.4m litres a year, nearly twice the nearest European rival, West Germany, with 1.9m litres. The reason is that, because of tight government restrictions, there are only 3,500 stations in the entire coun-try, compared with, for example, more an 20,000 in the UK. Under EC pressure, the Spanish have agreed to halve the minimum

distance permitted between service stations. But the restrictions and the and make it extremely expensive for local and foreign refiners to build up their own networks. But that is how it is meant to be.

Multinationals with finely honed marketing skills could do the inexperi-enced Spanish great damage if they were given a free reign. Repsol and the Government have made sure that even after 1992, they will still control more than 70 per cent of the local petroleum markets. Campsa is the key.

Repsol, having taken control of Petronor this year, now owns 70 per cent of Campsa. Today, all Spanish refiners and foreign importers have to sell through Campsa's distribution network. And Campsa's position is so strong that even after the import quotas end in 1992, foreign companies try-ing to get into the market will be

beholden to it. Under the post-1992 regime, all local refinery output will still have to be sold to Campsa. Foreign and local companies could import but establishing their own distribution networks would be prohibitively expensive. Campsa will still offer the only viable

distribution network.

Meanwhile, Campsa is expanding service station network to take early advantage of the reduced mini-mum distances between stations. Of the existing 3,500 selling points, Campsa owns about 1,200 and brands most of the others, which are run by small private concessionaires. Campsa is now trying to buy these out - or where there is resistance, to force them out — in order to have 2,000 stations of its own by 1992. Besides controlling Campsa, Rep-

sol's other big advantage lies with its butane distributor, Repsol Butano. Spain is Europe's largest consumer of butane, a by-product of oil production and refining, and Repsol Butano controls 100 per cent of the market more than 13m captive customers who use it mainly for cooking at very low prices. Many multinationals and local refiners sell their butane to Repsoi because it would cost too much to dispose of in any other way. But Repsol does have serious weak-

nesses. It does very little downstream business outside of Spain and its recent attempts to buy sources of crude oil supply, particularly in the North Sea, have been decidedly ungla-

morous.

Repsol wants to own 40 per cent of its crude supply but has stuck at about 30 per cent with reserves in Colombia, Indonesia, Dubia, Gabon and Egypt and small stakes in the North Sea.

It lost out last year when it offered \$276m to buy Texas Eastern's 20 per cent stake in the big Beryl field. At the last moment Enterprise Oil, a partner in the field, exercised a first lier this year Repsol also tried and failed to buy Thomson North Sea. This month long-running talks over a proposal under which Pemex (which controls Mexico's crude output) would have taken 10 per cent of Repsol collapsed. The company has not given up the search, but it now also needs to spend money getting into retail markets elsewhere in the Community.

There is a chance here for foreign companies trying to get into Spain. So far only BP has managed to do this in

states in the Magnus & Forfes felds and 25% of the Forth field. © Earnings expected to grow by Earnings expected to grow by out 20% in 1988 and about 18% 112,8 191 33

company

C Retries more then half Special
processed crude, distributes many
all domestically consumed liquified
petroleum gast & (through Campia distributes about 26 of Specials of

Colorable, Indonesia, Dubel, Gabor & Egypt. in the North See, extell

any significant way, by forming a joint venture — BPMed — with Rep-sol's rival Petromed, with which it plans to open a small network of service stations. BP may buy a small stake in Petromed, which could guarantee it access to Campsa's pipelines

at a not too outrageous price.
Analysts like Mr Tamames believe
the Spanish will look kindly on multinationals from countries that allow Repsol access to their own markets. After 1991, when import quotas go, Repsol/Campsa will have the right to decide who uses their pipelines. Probably, access would be open to foreigners "introduced" by Repsol and Campsa's other shareholders. Current rumour, for instance, has Shell forming some sort of partnership with

"The Spanish have just been playing for time," says an analyst, "and the multinationals are certain to come." One way in, of course, would be to buy the parts of Repsol available on the market — about a third of the flotation will be done in New York — and wait for the explosion from Mad-

That prospect, more than anything, has bothered analysts in the run up to the flotation. Will the Government meddle with Repsol? The answers, despite Oscar Fanjul's determination that it will not, are still uncomfortable. When Madrid wanted a new chief for the state television service earlier this year it simply appointed the head of the phone company Telefonica, also part privatised and quoted around the world, and did not replace him for nearly two weeks.

Even scarier is the possible role of the industry Ministry, which remains a chummy, protectionist backwater as yet untouched by the modernity infecting, for instance, the Finance Ministry. A perfect example of its capacity for mischief-making came to light last month when someone began

light last month when someone began leaking stories to the press that the Government had revived an old desire to merge Cepsa and Petromed. They are controlled by two banks, Banco Central and Banesto, which were attempting their own merger.

Petromed, the more efficient company, wanted to plough its own furrow with RP. But the rumours persisted until, just before the bank merger failed, it emerged that the senior bureaucrat in the energy department of the Ministry had been hired by Banco Central with a view to running a "merged" Cepsa and Petromed. When the bank marger failed, the Cepsa Petromed invention did too.

did too. Neither the Government, nor Repsol, can afford to allow the oil indus try to remain a club. Multinationals
- admittedly fierce in defending their own home turf when it is neces will be quick to cry foul to the European Commission in Brussels. As it is, Spain's leap into an open oil market has not been an object lesson in clar-ity and enthusiasm.

But that, for the moment, is a problem for the competition. By most cru-teria, the Repsol flotation should be a great success. The group goes to the markets for the first time wearing the thickest financial and legislative armour any shareholder could possi-bly wish for. And, they ask in Madrid, .why not?

The oil bug in Surrey

Tension is rising in the Surrey village of Mickleham following the discovery of oil and the increasing probability that the Department of Envi-ronment will allow exploitstion to go ahead. By all normal standards

Mickleham would count as one of England's beauty spots. It lies at the foot of Box Hill and is midway between Dork-ing and Leatherhead: a bit stock-brokerish perhaps, but still one of the jewels of the

home counties.
When the oil was first discovered, no one took much notice. Britain's growing bal-ance of payments deficit, however, has led a number of government departments to believe that on-shore oil must be exploited almost wherever

Some local inhabitants may also have defected to the devel opment lobby and are preparing to buy shares in an incini-ent company called Mickleham Oil (MOC Oil). "It's becoming more than a bit like Dallas," one of their opponents said

Appeals to Nicholas Ridley, the Environment Secretary, are continuing and it is noted that a number of senior MPs and Ministers have their seats in the area: Sir Geoffrey Howe the Foreign Secretary, and David Howell, a former Energy Secretary, for examples. This is the sort of territory that could swing to Paddy Ashdown's Social and Liberal Dem-Octate overnight

The conservationists, however, may have produced a trump card which means that they will not have to rely entirely on the environmental arguments. A document has been discovered strongly sug-gesting that in the 17th cen-tury Mickleham was briefly an independent Dukedom. The Duchy was conferred on an illegitimate child of Charles II in 1661; although it has not been taken up since, the title

OBSERVER

is still extant.
Frantic legal work is going on to find who, if anyone, has a claim. Yet, given the law's delays, there are some fears that the oil company may be allowed to start drilling while the courts are still haggling. Thus there is some talk of a unilateral declaration of inde-

Peter Fenton, a local inhabitant who normally spends his time selling Jacuzzis and swimming pools to the gin-and-tonic belt, says that he has spent the entire last three weeks trythe entire last three weeks rying to ensure that the independence movement does not get out of hand.

But the police are now watching closely: there have been some sabotage attempts on the preliminary oil installations and the arms is thought

tions and the army is thought to be keeping a watching brief by helicopter. Events, Fanton warns, could come to a head

Money in art

Art & Accounting sound like a contradiction. Not so. Basil Yamey, formerly a professor of economics at LSE and with a past record of service with the Monopolies and Mergers Commission, has produced a book of that name. The starting point is that account books figure in an extraordinarily large number of paintings, and not only by Titian and Rembrandt.

If you think about that for

a second, you will realise how true it is. Yamey does not reach any particular conclusion, but has produced a beau-tifully illustrated book with lots of instructive text. It is published by Yale University Press at £30. No doubt all good accountants will buy it.

Unit Trust man ■ John Fairbairn, deputy chair-



man of the M & G Group, takes over as chairman of the Unit Trust Association after the industry has come through a hectic period coping with the implementation of the Financial Services Act and preparing the way for unit trusts operating in a single European financial market.

That does not mean that he will have nothing to do, compared to his predecessor, Bill Stuttaford. Fairbairn's two year stint, starting next month, will be a period when, he says, a lot of things will be coming in Europe, the Association

wants to ensure that UK management groups do not find themselves frustrated by local attitudes when trying to operate in a single market. At home, Fairbairn's top priority is for the Association to take advantage of the fresh attitude brought by David Walker to the financial services supervisory framework and try and simplify the rules. He also wants to reduce the overlap between the regulatory bodies,

although as a deputy chairman of one of the bodies - Lautro - Fairbairn has to accept some responsibility for the present situation. He has the right antecedents.

His uncle, Ian Fairbeirn, who headed the M & G Group from 1934, negotiated the original regulatory framework for the emerging unit trust industry with the old Board of Trade - a system that lasted for 50 years until overtaken by the financial services regulations.

Above all, Fairbairn has to

ensure that the Association represents the interests of its members and that the adverse mutterings over the past year do not turn to a full scale revolt. He expects to spend one or two days a week on association matters; he may find himself putting in rather

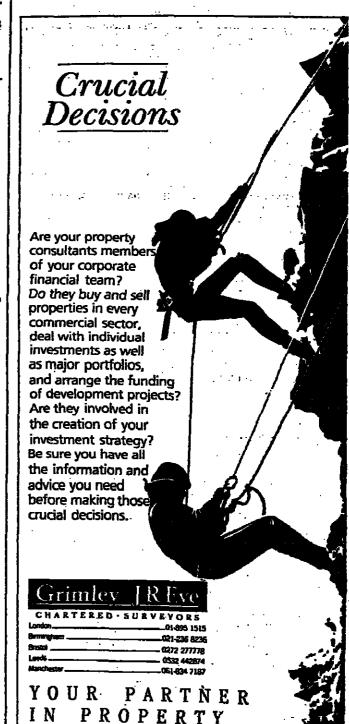
Richter's wrath ■ The abrupt departure of the Soviet pianist, Sviatoslav Rich-ter, at the end of his Barbican recital on Wednesday evening left the Barbican administration perplexed.

The explanation was that the recital was being filmed, and the great man is not only notoriously camera-shy but pernickety to a fault about the auditorium lighting for all his recitals. He had not been told about the filming, apparently because it was feared he would cancel the appearance. Richter discovered the plan

in the course of his performance and reacted accordingly. At any rate, that seems the most likely explanation for his behaviour, and for the tense atmosphere in which his first visit to London for more than ten years came to

Hot stuff

At London's Howard Hotel, the going rate for two cups of decaffeinated coffee in the lobby is £5 - for a bowl of instant coffee granules and a jug of hot water.



هكذاصم الأصل

may be deluding herself. Britain has never won an argument with the Boers. During this century it has tried war, some sanctions, the despatch of eminent persons and even a visit by Sir Geoffrey Howe, all to no avail. The Africaners run the show, in their own

REPSO!

Afrikaners run the show, in their own infinitable way.

The Prime Minister, supremely confident, now believes that she can do better. "I think we shall get rid of apartheid without sanctions and without destroying the economy of South Africa and I hope the day may not be long distant." she said at a dinner in Harare on Wednesday night. Her host, President Robert Mugabe, was sceptical. "The political situation in South Africa shows no signs of improving," Africa shows no signs of improving,"

Mrs Thatcher remains starry-eyed. She has apparently received a warm personal welcome in Zimbabwe, whose constitution was settled as one of the first acts of her first administration, back in 1979. She has come down firmly on the side of the Mozambique Government against the Mozamhique Government against the South African-backed Renamo "terrorists" (her word), and set her sights on bringing that particular bush war to an end. We sceptics will wait for the armistice day parade before cheering. She is about to despatch a Foreign. Office minister, Mrs Lynda. Chalker, to see what can be done to settle the bush war in Angola. Gars Chalker should do well. She is good at

To top it all the Prime Minister will proclaim loudly this week-end that the forthcoming withdrawal of South Africa from Namibia is conclusive evidence that patient negotiation can bring results. Mr Mugabe doubts that the South Africans will stick to their side of the bargain, which is to remove their troops, desist from inter-fering in what should be a free election, and accept the raising of the flag of independence under a black nationalist government. It is conceivable that he will turn out to be wrong and Mrs Thatcher right. That would not. however, he the result of patient negotiation alone the Soviet/American-led talks that resulted in the Namibia deal came at the end of a long and costly war.

Those talks were facilitated by Britain. This is not surprising. The Foreign Office's contacts in parts of southern Africa exceed those of the Americans. The theory now is that a Soviet-British initiative will lead the way towards the ending of spartheid in South Africa, while Washington

looks on.

This is possible, but not very likely. It is possible because the Soviet Union is so preoccupied with both its own internal re-organisation and the urgent need for a resumption of dia-logue with the US that it is prepared to abandon half a century of invest-ment in black cadres in Southern Africa. It seeks a direct relationship with the South African Government. It has told the African National Congress that it would do better to pursue the path of negotiation than to place its hopes in armed insurrection. Like the Palestinian Liberation OrganisaPOLITICS TODAY

Striking a false note in South Africa

By Joe Rogaly

tion before it, the ANC is being asked by its principal supplier of armaments to abandon visions of a military vic-

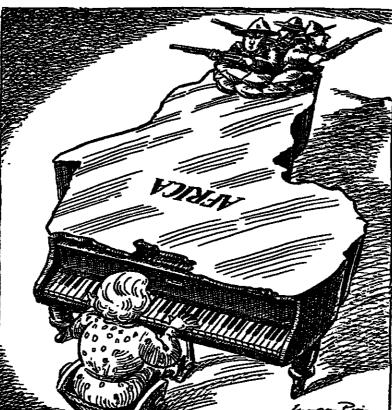
tory.
One piece therefore falls into place. Imagine. Mrs Thatcher continues her talks with the Russians, already begun in private, when Mr Gorbachev comes to London next week. The Russlams put further pressure on the ANC and, when the time is right, its leader, Mr Oliver Tambo, announces a "suspension of the armed struggle." (If this happens, the ANC might split, but that would not necessarily spoil the plot.) The Indian government, which is a heavy player in this particular game, will have to be squared by Mr Gorbachev, but he is supposed to be already well on the way towards achieving that.

Meanwhile, It is assumed, the

National Party wins a fresh South African election. Mr F.W. de Klerk succeeds President Botha. Mr de succeeds President Botha. Mr de Klerk releases Mr Nelson Mandela and the other black nationalists. The signatures Mandela and Tambo are vital if any eventual deal is to be credible. Immediate question: will the release be unconditional, leaving Mr Mandela free to speak as he wishes to audiences of his choice — or will it be a release into semi-restriction of the a release into semi-restriction, of the kind imposed on the six ex-detainees who walked into the British Embassy in Pretoria this week in an effort to publicise their case? We must assume that such restrictions will not apply, or, at the very least, that they will have been bargained away in pre-negotiations. It would not be too am ing to discover that much of this has already been talked through by officials on all sides, or even that Mrs Thatcher has herself given the mes-sage to Mr Pik Botha, the South Afri-

can Foreign Minister. We are now somewhere in early 1990. Mr de Klerk calls a national indaba on constitutional reform. He might try to use the framework of the President's national council, a device installed by Mr. B.W. Bothe. When President's national council, a useuse installed by Mr P.W. Botha. That would hold up proceedings, since the non-whites presently eligible to attend the council are regarded by many non-white South Africans as non-rep-

As the Foreign Office well knows, this view is also held by many moderate blacks. Never mind. The purpose is to bring all existing political parties, plus the black nationalists, to the table. The degree of dilution by paid tribal officials and blacks elected by small numbers of voters in boycotted



elections is presumably a matter for negotiation.

Here we must shake our heads. What are we talking about? This hypothetical constitutional conference is a South African affair, to be held in South Africa on the initiative of Mr de Klerk's office. The Republic is a sovereign state. What does Britain have to do with it? It has an interest in a stable South Africa. The reasons are to be found in history, itself the state of history, ties of kith and kin, ties of trade and investment, and Britain's place in pan-African politics. Above all, I believe, Mrs Thatcher would like to crown her career by making South Africa safe for capitalism, a republic in which the rule of law and the mechanism of the market act together

to overcome all problems. The question still persists. Why should white South Africans listen? Britain will tell them, as if they didn't know, that the demographics are against them: blacks will outnumber whites by about eight to one by the year 2000. The sweep to black nationalist rule in the rest of Africa contin-ues. With Namibia independent and the coastal civil wars settled, the process will be complete. Inside the Republic, black unrest will be renewed. Private investors will put

their money in safer places.

To be fair, Mrs Thatcher does have rather more to offer than such a recitation of the obvious. If the Republic reaches a constitutional settlement, she could escort it back into the comity of Western nations, make it respectable again. She might even convince the US Congress that South Africa had changed its ways. To believe in the Prime Minister's Afri-can dream, you have to believe that the Afrikaners will accept such blan-

If they do, they might be amenable about the structure of the indaba. Even then, the odyssey would barely have begun. For, as Mrs Thatcher is

acutely aware, South Africa's army acutery aware, South Arrica's army could call a halt to reform if Mr de Klerk failed to establish his authority over its generals before he did anything else.

The same applies to the security services. The large corps of lower-rank white civil servants is thought by British officials to be deanly con-

by British officials to be deeply con-servative at heart; Mr de Klerk could have as much trouble pushing reform through their ranks as Mr Gorbachev has had with perestroika. Let us say, however, that these little details are taken care of. We are back to the

trap. Ever since the National Party came to power in 1948 all talk of black empowerment has been ethnically-based. From Dr Verwoerd through to President Botha, the Afrikaners have sought security for the white tribe by separating the non-white ones from each other. That was the theory behind the Bantustans; it also underlies the Botha constitution, with its separate Coloured and Indian Parlia-ments. They would be totally out of character not to try for a settlement that divided power according to eth-nic origin, even if it allowed for uni-

wersal suffrage.

Mrs Thatcher could not sell a settlement on such lines. She is said by her advisers to know this, but she has not spelt it out. She has called in public for one person one vote, but specifi-cally stated that this need not necessarily be in a unitary state. That is fine; if the South Africans agree on a federation or a cantonal system there is no good cause for outsiders to quarrel with it.

There is also room for the protec-

tion of cultural and linguistic rights, in the sense that in Wales the use of Welsh is permitted. What would not be accepted by most of the outside world would be the use of such codewords as a means of entrenching a divide-the-tribes and rule constitution. That would be apartheid by another name.

The white Nationalists are not fools. They know the difference. The recent draft report on a bill of rights by the South African Law Commis-sion, called for by the Republic's minister of justice, spells it out. "To use such a bill for dishonest ends, for example to ensure domination by one group, will irreparably damage South Africa's name; such a bill could give rise to widespread unrest and even civil war," it says. It argues in favour of an all-races open referendum on a proper bill. The report's whole tone confirms that some Afrikaner nationalists are quite clear about the democratic norms of Western civilisation.

Mrs Thatcher, guided by her Ambassador in Pretoria, Mr Robin Renwick, thinks it prudent to say nothing beyond repeating that the precise form of settlement is up to the South Africans themselves. Of course it is. But if they want peace and a passport to non-pariah status they should be publicly and politely told that an ethnically-based constitution is not on. This should be done before the process starts. If not, Mrs Thatcher will be deluding the South Africans as well as herself.

LOMBARD

Gradgrinds old and new

By Michael Prowse

IF YOU spot a "young fogey"
with a long face, he is probably
an education specialist.
The New Right is worried

that Mr Kenneth Baker, the UK Education Secretary, has been "captured" by the educational establishment. Far from injecting discipline and rigour, runs its argument, the new national curriculum is giving leftish intellectuals a golden opportunity to enshrine their prejudices in law. The hapless Mr Baker ("Mr Bun" as he is dubbed by one irreverent critic) is proving nothing more than a glorified rubber-stamp.

At first glance, the fogeys seem to have a point. Many parents will be disturbed by the news that "she come here yesterday" is not wrong, but merely an inappropriate use of language in certain circum-stances. Surely, they will argue, Mr Baker should insist that part of the timetable is set aside for formal grammar les-

Fears about inadequate maths teaching run equally deep. The proposed curriculum explicitly recognises that children will develop at varying speeds according to their innate capacities. But an allowance for innate differences, argue the right-wingers, is just another way of excusing the abysmal performance of the

bottom 40 per cent.
I think the fogeys are being just a trifle unreasonable. Mr Baker tried hard to pack the various committees with peo-ple likely to come up with the "right" answers. It is not his fault if Professor Brian Cox (chairman of the working party on English) and others have gained wisdom with the pas-sage of years. In any case, the Government is attempting to introduce the new curriculum with such haste that it is unrealistic to expect committees (whatever their composition) to do more than reflect the present educational conscnsus. A genuinely new curriculum for seven to 16-year olds could not conceivably be created out

of nothing in a few months.

More to the point, many of
the critics of the emerging national curriculum know nothing of modern educational

of education Billy Bunter received at Greyfriars. But Bunter and his pals learned lit-tle, and children reared in an age of videos and computer games are likely to prove even more resistant to authoritarian

teaching methods. Unlike the fogoys, I have been pleasantly surprised by many of the curriculum proposals put forward by the edu-cational establishment. The tone of the reports is particu-larly encouraging. Most educa-tionalists, unlike many politicians genuinely seem to want to foster independence of mind in children.

Quite rightly, they want to relate facts to values, and put the young in a position to choose between competing ide-ologies. They also favour teaching methods which encourage personal development and enhance communica-tion skills. All this, of course, militates against the kind of passive learning favoured by the New Right. But docility is not a virtue, and children should not be regarded as empty vessels to be filled with eternal truths.

Contrary to popular opinion, educational standards have steadily risen this century, albeit from a low base. Each decade, the proportion of chil-dren reaching a given level has risen. This has occurred in the face of a steady move away from the kind of education favoured by Mr Gradgrind in Charles Dickens's novel Hard Times, Facts, facts and more facts: this was Gradgrind's recipe for children. And he insisted on military discipline in the classroom. Today, he would be quite at home writing pamphicts for the Adam Smith Institute or the Centre for Pol-lcy Studies. He would make an excellent director of Mrs Thatcher's Downing Street pol-icy unit. But would you want him to look after your chil-

If the New Right is losing the curriculum battle (which is doubtful, given the number of arbitrary changes insisted upon by Mr Baker and by Downing Street), this should be a cause for celebration. The educational establishment may be flawed, but its view of the world is infinitely preferable to theory. They would like to turn the clock back half a century or more, and give kids the kind

be flawed, but its view of t world is infinitely preferable that of the new Gradgrinds.

Runway capacity at British airports

From the Chairman of BAA. Sir, There is a flaw in your argument about the runway dilemma (leader, March 28). The prime objective of RAA is to build and operate airport facilities to meet consumer demand where it arises, in a profitable manner, of course. We have a consistently successful track record - how else could we have achieved the position of the world's lead-

ing international airport group? Our objective is to keep In 1991 we will open the superionew 2400m terminal complex at Stansted, with a direct rail link to London, developing the potential of the under utilised runway. Initially the new terminal will enable

8m passengers a year to be handled and, subject to Parlia-mentary approval, this can be increased to 15m. A second terminal at Stansted and/or a fifth terminal at Heathrow will then need to be considered. Leading forecasters, includ-

ing ourselves, agree that another runway will be needed sometime after the turn of the century. There is no puzzle, however, about our current argument that to seek permission is premature. No terminals or runways can

he hollt in the UK without first undergoing the stringent scrutiny of a public inquiry and obtaining Government approval, or by means of a Private Bill. Until we are confident that an irrefutable argu-

professional users of the finan-cial markets really value the supposed convenience of "one-stop shopping" above their duty to obtain for their own

clients and employers the best possible quality of service in each market and product. In the personal sector it may

indeed be true that the work-ing man and woman, who have to look after their finances in

their limited free time, appreciate the convenience of a finan-

cial supermarket for their everyday needs; but those who

are paid to do the shopping for

ment can be made for the need, we would fail to obtain the necessary planning approval. Of course an application to build must be made in sufficient time to allow the runway to be constructed and brought into operation_

Contrary to your suggestion, there is a financial incentive for us to build a runway at the right time in order to meet demand and thus sustain profits growth. Furthermore, one of the great advantages of being in the private sector is that we can now raise the necessary capital for major pro-jects much more easily than we could by pleading with the Treasury in the past. Inciden-Treasury in the past. Inciden-tally, we cannot raise our prices to airlines to give an

It is naive to believe that wofessional users of the finanial markets really value the upposed convenience of "onetop shopping" above their grocar and the wine merchant.

I suggest that we are not the real to the real

increase in yield per passenger greater than RPI-1. The option to build a second runway at Gatwick was aban-doned by the Government on July 27 1971, when it rejected BAA's proposal for the safeguarding of the land required. This decision was subse-quently endorsed by successive Governments in 1974, 1978 and 1965. The suggestion, by certain pilots, that the main runway at Gatwick is unsafe ignores the fact it operates under license from the Civil

Aviation Authority, which is responsible for defining the safe number of landings and

take-offs at peak operation. Norman Payne, 130 Wilton Road, SW1

'The financial supermarket myth persists'

From Mr Marcus Davison.
The chairman of Kleinwort Benson, commenting last week on yet another set of dismal results, justified the decision to soldier on in the securities

soluter on in the securities business with the words:
"The ability to effer an integrated service is going to be what makes you a winner."

It is depressing to note that this tired, threadhare proposition—the unquestioned basis of so many is the Wassorted of so many of the ill-assorted marriages of banks, brokers and jobbers — is still maintained in spite of overwhelming evidence to the contrary.

Le style . . .

From Mr K.1 Fane-Saunders.
Sir, "The doctors disapprove" (March 14) makes it
quite clear that the lack of consultation has resulted in a serionaly flawed white paper.
The proposed reorganisation
of the legal profession has
shown a frightening lack of
proper consultation.
The Department of Transport is proposing significant

port is proposing significant demolition of enormous tracts of residential London against the wishes of residents and local councils.

The Channel tunnel rail link can hardly be described as a model way to handle a delicate national issue. No wonder our EC partners

find UK style and attitude tiresome sometimes. The answer is an effective opposition and a maller majority. K.J. Fane-Saunders 24 Dryburgh Road, SW15

From Mr K.J. Fane-Saunders

From Mr F.V. Ogden.
Sir, The recently published schedule of prices by British Gas shows an increase of over 43 per cent on the price currently offered to my textile dyeing and finishing company.

The impact of this alone would be to increase our production costs by nearly 2 per cent. This occurs at a time when the textile industry is fighting low cost imports and has little opportunity to pass on increased costs to its cus-

> With impending privatisa-tion of water and electricity, the textile industry must be fearful of the effect on its capacity to survive. Increases of a similar magnitude would result in a total increase of over 5 per cent in our costs -this in addition to the alarming inflationary pressures from

Impact of British Gas prices which all industry is now suf-

> Conservation of energy cer-tainly does not seem to be top of British Gas priorities. The tariffs are so set that major users may find it beneficial to waste nearly one million therms in order to save money. For example, 9.2 million therms would cost £1,610,000, but 10 million plus one therms would cost £1,600,000 — a sav-ing of £10,000, but at the cost of squandered natural resources and added atmospheric pollu-

I suspect that part of the rea-

son for the persistence of the supermarket myth (like the

other collective madnesses which periodically affect the

banking world) is that senior bankers spend far too much of

their time in the company of

colleagues, peers and competi-tors, and too little time finding

out at first hand the needs and

aversions of their existing and

prospective customers.

Perhaps British Gas and Ofgas could have a rethink – and quickly. An industry's survival may depend on it. F.V. Ogden, Martins (Leicester) Ltd., Slater Street,

Writing as a long-standing and satisfied institutional cus-tomer of the small corner of the Kleinwort empire, I can assure Mr Peake that the quality of service in that corner does not predispose his cus-tomer to assume the same level of excellence in other parts of the store; rather it makes him wary of enforced introductions and conflicts of Marcus Davison.

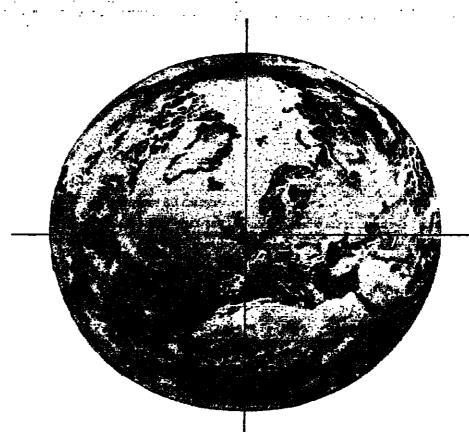
12 Amersham Road High Wycombe, Buckingham-

Triple measure

From Mr Aron Lundu.

Sir, Lex is quite wrong to suggest (March 23) that Kleinwort Benson, or indeed any company, has to decide whether it exists for the benefit of its shareholders or for the

benefit of its staff. Every company exists for the "benefit" of three groups shareholders, staff, and cus-tomers. Their interests are common; the company's continuing operation and success. If, in the short term, any one of these groups is favoured over the others, the medium term health of the operation will suffer, damaging all groups. Return on capital is not the only measure of business success - staff and customer morale are equally important. Aron Landy, I Honey Hill Mews,



Rotherham. Conveniently Located at the Centre of the World.

It is in the modest nature of Yorkshire folk to believe that the world revolves around them.

Conclusive evidence of this fact was provided by Rothmans (UK) Ltd, who chose Rotherham as the best place to store and distribute raw materials and cigarettes for much of the world.

(Everything, that is, apart from tobacco which, for some inexplicable reason, chooses not to grow in Yorkshire.)

Mind you, it's about the only thing that isn't growing in Rotherham. Since an Enterprise Zone was added in 1983, we've developed almost 200 additional acres, created nearly 3,400 new jobs and housed them in 3 million sq. ft. of new buildings.

Fortunately that still leaves plenty of attractive opportunities for a whole variety of new businesses, including offices and hotels.

To make it even more convenient, Rotherham can offer considerable financial incentives, a local authority that works with businesses to get things done, and fast access to ports, airports and main road and rail links.

So if you were considering relocating, or building, somewhere near to the centre of things, then give us a call here at Rotherham. Ring Keith Kettell on (0709) 372099 and ask for the

You could hardly be better placed, could you?

Rötherham

Madrid's talks with Eta at a turning point

Tom Burns and Peter Bruce examine tensions beneath calm in the Basque Country

F THE past were erasable it would be easy to forget these days that the Basque Country has harboured more political violence than anywhere else in Europe outside of Northern Ireland. Only the slogan screaming graffiti remain in place. For nearly three months now Euskadi Ta Askatasuna (Basque Homeland and Liberty), the formidable separatist organisation better known by its initials ETA, has maintained a cassafire maintained a ceasefire.
The Spanish Government

has responded with an extremely low security profile and by starting a series of "conversations" with Eta lead-ers exiled in Algeria.

ers exiled in Algeria.

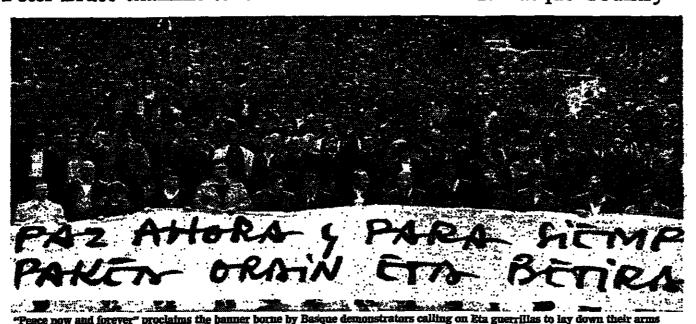
After more than 20 years of extortion, kidnappings, bombings and some 500 violent deaths and following two decades of police harassment, flights to exile, arrests and claims of torture, daily life for the past three months in the Basque Country has seemd so visibly normal that it might never have been otherwise.

A peace with Eta, provided it was not at the cost of losing

the Basque country altogether, would probably guarantee a third election victory for Mr Felipe Gonzalez next year in spite of his present difficulties with the country's trade unions. It would also reignite investment interest in the Basque Country, which remains the spiritual home of Spanish heavy industry and technological innovation.

The Basque country has learnt to live with terrorist violence but for the past few months it has begun to adjust to the possibility of living with-out it. Paradoxically, the problems of peace can appear as threatening as were the ones posed by a dirty guerrilla

struggle.
Mr Felipe Gonzalez, Prime
Minister, has called Eta's terminister, has cauter to a ter-rorism the greatest threat to Spain's young democracy and certainly it is the only imagin-able cause around which any remaining right-wing dissaffec-tion in the military could rally. One clear consquence of peace is a realignment of Basque nationalism and, as the nationalists draw together, The newspaper warning greater radicalisation. Some 80 appeared just five hours after



per cent of Basques vote for per cent in basques vote for nationalist parties but nation-alist sentiment has remained fractured. Local political par-ties are still divided by differ-

ties are still divided by differing attitudes to a group of gunmen that has been viewed as band of criminals by some and as a patriotic army by others.

Last week, a sole guard was on duty outside the Civil Governor's building in Bilbao's Plaza Eliptica. There were no checkpoints on the city's exits. Police no longer patrolled San Sebastian and cars were being waived through the Irun frontier with France by officials who hardly bothered to look at passports.

passports.

People in the Basque Country said they thought the violence was over but they were keeping their fingers crossed.

With good rass it turns out. Hardly had the Eta negotiators in Algeria announced last Monday that they were extending their truce until June 24 than the Eta mouthpiece, the Basque newspaper Egin, carried a front page warning to Madrid that if a statement made by the Government on the talks on Tuesday night was not retracted within 24 hours, the killing would begin again.

the Government statement and could not possibly have been the work of the Eta leaders in the work of the Eta leaders in Algeria. The truth appears to be that the threat came from leaders in prison and still in hiding in France. This wing — Stalinist and wary of the nationalists doing the talking in Algeria — had been thought broken by the arrest in France of its leader earlier this year. The Eta leaders in Algeria apparently heard of the ultimatum to Madrid on the radio.

tum to Madrid on the radio. Talking to Eta was never going to be easy. The Govern-ment always said it would not have a "political negotiation" with the terrorists, and Eta always said the talks could be nothing else. The infighting among the Etarras about how to talk to the Spanish makes Madrid's task even harder.

Eta claims both sides agreed last week to a statement of progress that referred to a "political solution." The Government statement did not use these words and could not, it seems, without committing political suicide in the rest of Spain. The awful truth may be that unless Eta nationalists reassert themselves, the talks have gone as far as they can. The guarded optimism two weeks ago in the Basque Coun-

monstrators calling on Eta guerrillas to lay down their arms try may have reflected consensus that the secret meetings in Algeria were sufficiently positive to merit a continuation of the truce and that Eta had everything to gain if it negoti-ated a face-saving settlement but it reckoned without the

fanaticism of Eta's powerful

Without the violence a wholly new political climate is created in the Basque country. The uncompromising national-ism and the radical politics that Eta represents could become an even more potent force if the gunmen came in from the cold. Mr Javier Gar-mendia, a senior member of the minority Marxist Euskadiko Ezquerra party, has staunchly opposed Eta's terror-ism, conceded that in a non-violent future his party's highly ideological, but pacifist, nationalist members might be attracted to the radical coali-tion Herri Batasuna (Popular Unity) which has acted

unity) which has acted throughout these years as Eta's political front.
Still, the 24-hour deadline passed yesterday with no immediate sign of a return to violence. Nearly two weeks ago tens of thousands of people ettended a Bilbag rally gran. attended a Bilbao rally organ-ised by the Basque regional

government under the slogar of "Peace now and always."

For the moment, all of Spain is tense. The classic issues that

is tense. The classic issues that Eta has been fighting about all these years – self-determination, the incorporation to the Basque Country of the ethnically-mixed neighbouring region of Navarre and an immediate amnesty for the election of the self-country of the members in close-on 500 Eta members in prison - have not yet been specifically tabled at Alglers.

"The problem is not Eta," says Mr Jon Idigoras, a former Eta member and a leader of Herri Batasuna. "It is the whole platform that Eta repre-sents."

The reality is a sobering one for the Madrid Government a majority of Basques, should the divisions over violence be removed, would endorse some-thing approaching self-determi-nation, would want Navarre (an area which is comparable to the Six Counties of Northern Ireland) to be part of the Basque Country and would, most immediately of all, want the release of Eta prisoners. But the Government are not the only ones biting their nails now Herri Batasuna has a lot now. Herri Batasuna has a lot to lose too if its friends in Eta cannot control their trigger fin-

Tiny's Indian summer

United Newspapers

the group increased its lending by two thirds last year, and unlike the rest of the clearers it is in the happy position of being flush with retail funds. Maybe there are good reasons why the group's lending mar-gins should have been squezzed so horribly, but there must be a worry that market share rather than group profit-

sophisticated cash managers.

The big worry now is that having expanded its lending book rapidly in the good times, the TSB will find that its bad

debt provisions will start to rise. So after a miserable cur-

rent year, 1990 might look no better. Unless the new manage-ment team begins to make its mark soon, the bank's current

rating can only be justified when it becomes open to take-over in two years' time.

United Newspapers

It is hard to fault frugality, but in the case of United News-papers it is beginning to look like an end in itself. The

lose with one hand what they save with the other - through

falling circulation and increas-

Share price relative to the FT-A All-Share Index

The sharp drop in US factory orders last month - the biggest fall in more than six months – is the latest sign that the US economy is slow-ing. But with oil prices now testing the \$20 a barrel level, the worry is that the inflation outlook is deteriorating just as the economy is finally turning

House of Fraser

The combative powers of Mr Tiny Rowland continue to astonish. The Fayeds have been more durable opponents than the hapless Mr Bond; but having laboriously won High Court permission to put awk-ward questions at Lonrho's ward questions at Lonrilo's AGM yesterday, they were for-estalled by Tiny's thunderous rejoinder. We are not allowed to transmit the findings of the House of Fraser report, but it can be surmised that the City at least will find they repay close attention close attention.

it may be asked how long the DTI's injunction can remain in force The situation obviously poses legal problems, to do with the inquiry by the Serious Fraud Office. But a prince rather all, has no value as evidence in a court of law; if the police suspect wrongdoing, they will have to prove it for themselves. The DTI is under no obligation to publish, such a report being confidential to the department which ordered it. But with over 200,000 copies of the main findings already distrib-uted – many of which may have been sold before the injunction took effect – the report might be thought to be in the public domain already. The whole affair has echoes of Spycatcher. Indeed, Tiny may have missed a trick after all: he should have published not in the Observer, but in the US.

The TSB is beginning to look more and more like a tradi-tional UK clearing bank, rather than the exciting financial ser-vices company it should be. Having raised far more money than it needed from its shareholders, it has spent it all on a variety of questionable acquisi-tions, and is now forecasting that its first half profits will be lower through no fault of its own. It all sounds depressingly familiar.

It is true that the TSB is more exposed to the UK most through the lower through the UK most through the lower through

more exposed to the UK mort-gage market than most, and its life insurance and investment management businesses are under obvious pressure. But

wonder how much of that they

will ever see. Those who have been hanging on for the sharp increase in earnings growth meant to follow the move from Fleet Street must now be hoping that their patience will be rewarded by a predator instead. It is surely best to be the control of the co hard to justify a prospective rating of nearly 12 times earn-ings on any other grounds. Butwhen Lord Stevens says he will never sell the Express, it is difficult to see why he should not be believed. And the notion that the authorities would be believed. sanction a bid from Conrad Black — which would put five out of 11 national dallies in the hands of foreigners — is also hard to credit. Sir James Goldsmith would, of course, have no such difficulty. The question is whether he has the

Burmah

The big question about Bur-mah is whether it has gone exman is whether it has gone ex-growth, and yesterday's 22n fall in the share price makes the market's opinion clear enough. The results simply do not bear out that view, however. Profits may not have moved much when property gains are excluded, but at constant exchange rates progress was an acceptable 12 per cent. Underpinning it all, and compensating for a mixture of bungling and bad luck in special chemicals, the Castroi marketing miracle continues. Demand for lubricants is more or less static, so to have increased volmust be a worry that market share rather than group profitability has been driving its managers. Meanwhile, if the TSB really is particularly vulnerable to rising interest rates, because it invests so much of its surplus cash in gilts, then it badly needs to hire some sophisticated cash managers.

The big worry now is that static, so to have increased volstatic, so to have increased vol-mes by 11.5 per cent without cutting prices is remarkable. The trick may not be repeat-able for ever, but there are no signs of the end just now. Burmab has not helped itself by making so public its ambi-tious goals: earnings growth of 15 per cent is hard to achieve regularly in a business tossed

is per cent is hard to achieve regularly in a business tossed around so much by exchange rates and commodity prices. Still, on average the target may yet he lift, in which case Burmah deserves more than its present sub-market rating. The often repeated chicklist for the hig acquisition and sarious transfer and the sure sarious transfer a more sarious transfer. group's national titles have cut costs by some £10m over the past two years, without making the faintest impression on profits. And the process by which the national newspapers is proving a more serious trap. Large companies in growth markets may not exist at nonmarkets may not east at non-dilutive prices, so it is just as well that Burmah feels in no hurry. Meanwhile, the com-pany can afford to be equally relaxed about the chances of its fitting someone else's bid criteria. While most big oil companies would surely love to own Castrol, no competition authority in its right mind would allow them to do so.

Bush urges Moscow to support | Israeli troops kill three US peace efforts in Nicaragua

By Lionel Barber in Washington

PRESIDENT George Bush has sent a message to President Mikhail Gorbachev urging the Soviet Union to support US efforts to reach a peace settle-

ment in Nicaragua.
The White House disclosed the communication as Mr Gorbachev prepared to fly to Cuba for a three-day visit which many here expect to produce a major Soviet policy statement

on the region.

The US has long argued that the Soviets have used Cuba as a client state to spread subversion in the western hemisphere, notably through the leftist Sandinista government in Nicaragua.

Mr Marlin Fitzwater, White House spokemsan, said Presi-

dent Rush had told the Soviets that he wanted to see an end to Moscow's support for Nicara-

gua, currently running at \$1bn in economic and military aid. Mr James Baker, US Secretary of State, speaking at a conference in Atlanta, said he was looking for signs of Mr Gorbachev's "new thinking" in the region: "We must send a clear message to others outside this hemisphere: this is not a dumping ground for their arms or their falled ideology."

President Bush's call comes one week after his Administration reached an agreement with Congress on a \$45m humanitarian aid package for the US-backed Nicaraguan Contra resistance as well as a pledge to renew diplomatic efforts to conclude a regional

The accord ends the protracted conflict between the Reagan Administration and Democrats in Congress over Contra military aid. Mr Bush and Mr Baker hope this will strengthen US bargaining posi-

But their public statements yesterday also reflect official concern that Mr Gorbachev will exploit heavy American TV coverage of his visit to Havana to further boost his image as a flexible peacemaker in contrast to the hard-line Cuban leader Fidel Castro - without reducing Soviet support for the Castro regime.

Palestinians in protests

By Andrew Whitley and Hugh Carnegy in Deir Hanna,

northern Israel ISRAELI troops shot dead three Palestinians and at least 33 were reported wounded in the occupied West Bank and Gaza strip as the 780,000-strong Arab minority staged a day of strikes and demonstrations marking "Land Day."

forces were on full alert for the annual commemoration of the deaths in 1976 of six Arabs killed while protesting against the expropriation of land by Jews. The underground leader ship of the uprising had urged their brethren across the old 1967 border to use the occasion to express their identification with demands for a separate

Palestinian state. To forestall disturbances, the Israeli authorities placed the Gaza Strip under curfew and closed off the West Bank. Compared with last year's Land Day, greater emphasis was placed on the Palestinian

struggle for self-determination than on local grievances. Within the Israeli-Arab community itself, the day passed off largely peacefully with a widely-observed general strike. At the three officially-sanc-

tioned rallies, speakers calling for solidarity with the Pales-tine Liberation Organisation and with the intifada drew cheers from enthusiastic

In Deir Hanna, a hill-top Galllean village, a chanting crowd of several thousand waved the banned PLO flag and made victory signs at an army helicop-ter circling overhead.

At the rally in the village square, a contingent of Moslem fundamentalists – part of an

emergent Islamic movement within Israel – waved green flags with religious slogans. Three members of the Knesset, Israel's parliament - two of them Arabs and one a Jew

roused the crowd with calls

for the unity of the Palestinian people and equality within Israel for the Arab minority. Mr Meir Wilner, veteran leader of the pro-Moscow Communist Party, himself a signa-tory to Israel's 1948 declaration of independence, told the Deir Hanna rally that Mr Yitzhak Shamir, the Prime Minister, and Mr Yitzhak Rabin, the Defence Minister, were "the biggest terrorists."

Inquiry into oil fraud

are not listed so the buyers do not see that the consignment belongs to someone else.

Once hooked the buyer agrees to establish a letter of credit for the price of the name of the Nigerian National Petroleum Corporation, are

agrees to establish a letter of credit for the price of the cargo with a bank. The bank will only release the buyer's money upon confirmation of receipt of the oil at the port of delivery.

The fraud happens when the bogus sellers ask the buyers to instruct their bank to pay out a handling charge for loading expenses of \$250,000 to loaded. The papers, in name of the Nigerian National Petroleum Corporation, forgerles.

When the ship arrives genuine documents may be in the trading chain or him Nigeria. At the docks meanwhile, the shipow may be faced with one genuine documents of the Nigerian National Petroleum Corporation, forgerles. forgeries.

When the ship arrives the genuine documents may still be in the trading chain or back in Nigeria. At the dockside, meanwhile, the shipowner may be faced with one genuine buyer and perhaps several others who have been duned.

SENÎOR

ENGINEERING GROUP PIC

FURTHER GROWTH IN 1988

	1988 £m	1987 £m	% change
TURNOVER	206.8	143.5	+44%
OPERATING PROFIT	15.0	11.3	+33%
PROFIT BEFORE TAX	13.6	9.3	+46%
EARNINGS PER SHARE	6.27p	5.22p	+20%
DIVIDENDS PER SHARE	2.60p	2.20p	+18%

"I am again able to report further progress in the growth of the Group...demand for nearly all our products and services is currently at a good level...we expect to see further growth for the Group in 1989."

Professor Roland Smith

Our 1988 Report and Accounts will be published in mid April. For a copy, please write to the Secretary, Senior Engineering Group plc, Senior House, 59/61.
High Street, Rickmansworth, Herts WD3 1RH.

Thatcher due to visit Namibia

By Michael Holman in Harare

BRITISH officials were pressing ahead last night with plans for Mrs Margaret Thatcher to make a dramatic arrival in Namibia tomorrow. The UK Prime Minister's air-craft is expected to touch down at Windhoek airport on the day the territory formally moves from South African control and begins a seven-month transi-tion to independence elections

Members of her party refused to confirm or deny the reports. But barring last-minute hitches it seems certain that she will fly to Windhoek from Malawi, the next stop on her African tour.

under UN supervision.

Mrs Thatcher said in Harare, just before her departure for Malawi, that she had "no announcement to make" about

A

a visit to Namibia. But she stressed that it was "absolutely vital" that Resolution 435, the United Nations settlement plan for Namibian independence, "is strongly observed." While in Windhoek Mrs

Thatcher is expected to open Britain's new High Commis-sion, meet UN officials and members of the British mili-tary contingent serving in the 5,000-strong UN monitoring

But the main purpose will be to set her seal of approval on the Namibian settlement, hold it up as an example of how civil conflicts can be settled and to deliver a symbolic message to Pretoria to the effect that she will be following events in Namibia closely in the expectation that the independence elections will be free and fair. Mrs Thatcher's visit to Zimbabwe has ended with the gap between her and President Robert Mugabe on South Africa as wide as ever.

The President renewed his call for a "comprehensive package of mandatory sanctions" against South Africa, said he was deeply suspicious of Pre-toria's intentions in Namibia and maintained that "the situation in South Africa showed no

sign of improving.

However, Mrs Thatcher made light of her dispute with Mr Mugabe." She expressed appreciation of the role Pretoria played in the Namibia settlement.

Editorial comment, Page 18;

Striking a false note, Page 19

WORLD WEATHER



UK blocks leaked report on Fayeds

The intention had been to distribute the contents of the report more widely through the circulation of about 240,000 copies of the special edition of the Observer. However, before the meeting came to an end

head obtained its injunction.

Some shareholders had managed to pick up a copy of the paper as they went into the machine. These who third to meeting. Those who tried to obtain one during Sir Edward's speech were told to come back after the meeting. By then, the injunction had taken effect and

no further copies were circulated at the hotel. However, numerous copies had made their way onto newsstands through what Lourho described as its normal distri-

bution channels. The Fayed brothers, whose £615m (\$15m) bid won control of House of Fraser in March 1985 after Lonrho had sold them its own 29.9 per cent in the stores group, condemned "The publication of a special

edition of the newspaper yes-

an attempt by the newspapers' owner Mr Rowland Rowland to distract attention at today's AGM from important issues and serious questions regarding the financial viability of Lonrho."

terday," they said, "is clearly

Representatives of House of Fraser attended yesterday's meeting but were not asked to speak when they stood up to ask questions. A series of points made in letters to Lon-rho and its auditors were dealt with separately in the chairman's address.



FINANCIAL TIMES COMPANIES & MARKETS

Friday March 31 1989



Spreading the eggs around many baskets



The business philosophy of Amer, the Finnish marketing group with a wide range of interests like cars, tashion and printing, sometimes strains the imagination. But Heikki O. Salonen, chairman, is quick to defend his company's recent acquisition of Will son Sporting Goods of

the US. Most other companies are hamstrung by the ancient principle

First the good news

William Gatenby had some good news and some bed news in his first nine months in charge of newly-formed Canadian Mining & Energy Corporation, the world's biggest uranium company. The good news was the pas-sage of the US-Canada free trade agreement which ensures Canadian producers unfettered access to the lucrative US market. The bad news has been the persistently weak spot uranium market, writes David Owen. Page 24

Osio climbs the heights



While Norwegian investors have been ascend-ing the mountains for their traditional twoweek skling holiday, the Oslo all-share index has also reached record levels. And brokers believe trading on the bourse (left) could climb even higher. Latest proposals for changes in tax relief and investment rules

could encourage gains, they say - and for-eigners may be lying in wait to take advantage period. Page 45

Hybrid for the bumpy trail



it's an exotic hybrid. A Peugeot engine under a Nissan hood and manufactured by Mahindra and Mahin three-tonne light commercial vehicle, which can be adapted as anything from an ambulance to a refuse compac-tor, is the result of

Mahindra's takeover of Allwyn Nissan, a company set up in 1962 by the Andhra Pradesh state Government and Nissan of Japan. It is also a very fitting product in that it reflects the travel. Page 23

Market Statistics

European options each FT-A indices FT-A world indices FT int bond service Financial futures

44 London stare service 48 New Int. bond Issues
48 World commodity prices
44 World stock mid indices
44 UK dividends announced

Maciariane Group Mahindra & Mahindra

Molina

Companies in this section

Alida Holdings
Amanda Acquisition
Amberley Holdings
Amer Grass
Astra Trust
Base Base Baynes (Charles) Beazer Berisford (mil Brooks Sérvice Burmah Oli election industries Cheung Kong China Steel Corp Cone Gold Fields Cooper (Frederick) Corporate Estates Dominion Mining Eagle Trust Fleming hiv Trust Fletcher Challenge Food Industries Gardner (DC) Genentech Goldman Sachs Habit Precision Eng

3

.5

More O'Ferrali Murray Ventures New World Dev Nissan Normandy Resou 31 Paribas Paribes Asia Peugeot Piccadilly Radio Porsche Possidon Prestwich Holdings Pressuren Holdings
Proctor & Gamble
Riggs Nat Bank
Royal Insurance
SBC
SIS
SMZ Senior Engineering Sisa Splash Products 25 Splant Products
25 Stend
22 Swire Pacific
23 Swiss Bank Corp
32 Town Centre Securis
32 Universal Foods
32 Valence Hoogovens Hutchison Whampos Jeyes Group

Chief price changes yesterday Elecus S71.5 + 5.2 Europeuche 2519
1. Babcock 169.3 + 2.8 Matter 269
Karetick 431 + 6 Valoren; 276.1
1byssen 228 + 39 Palls
Conti-Gunnal 269.8 - 1 Locqual 565
Lifteness 758.5 - 1 Ecc 1246
NEW YORK (6) 100KYO (Year)
Ribora 100KYO (Year)
Ribora 100KYO (Year)
100KYO (Year) NEW YORK (\$) Rises Dr Post 1925 1025 + 12 Kotto Mig.
934 + 12 Mittou Pet.
435 + 5 Volcano Mig.
555 + 7 Patrio
175 - 13 Kotto Mig.
23 - 21 Kotto Mig.

New York prices at 12.59. Alide Hisiga.
412 Bezzek
8 Bit. Astro
9 Burnaik
23 Grand Met.
6 Hammissen A
Holing
4 Scot. & Hest.
5 Sun Life
8 Tate & Life 320 - 40
198 - 15
555 - 21
542 - 23
522 - 7
779 - 7
226 - 30
301 - 12
928 - 27
118 - 1012
234 - 5



Deutsche Bank profits climb

By Haig Simonian in Frankfurt

GROUP partial operating profits at Deutsche Bank, West Ger-many's biggest bank, climbed by 11.7 per cent to DM3.1bn (\$1.6bn) last year in a marked recovery from the depressed level posted after the 1987 stockmarket crash. Announcing the results, the third best in the bank's history, Mr Alfred Herrhausen, its speaker (chief executive) defended the decision not to raise the dividend from DM12 a share. "We don't think we've reached a level which gives occasion to raise the dividend yet," he said.

Full group operating profits, which are not revealed but which include gains from trading on the bank's own account, surged by a "satisfactory" 30.2 per cent, he said, albeit from the sharply

depressed levels of 1987.

Barnings from own account trading had risen "five times" above those for 1987, with securities trading accounting for some two thirds of the rise and foreign

two thirds of the rise and foreign exchange and precious metals trading making up the remainder, Mr Herrhausen said.

The marked improvement in profitability in the closing three months of 1988, which substantially boosted earnings for the year, had continued into 1989, leading Mr Herrhausen to voice "outinism" for the year. "optimism" for the year.

In the first two months of 1989, partial operating profits at both group and parent bank level had been running ahead of the proportionate share of the result for 1986 - the bank's best ever, while full operating profits were very close, said Mr Herrhausen, making him "relatively confident."

Group interest income in 1988 rose 7.7 per cent to DM6.71bn, with sharply higher lending more than compensating for a 0.06-per-centage noint slippage to 2 21

centage-point slippage to 2.21 points in group interest margins. Pressure on margins had not let

up in the first two months of this year, said Mr Herrhausen. Total

year, said Mr Herrnausen. Total assets rose nearly 14 per cent to DM305bn at the end of 1988. Fee income offered a mixed picture. Overall, fee earnings rose 9.4 per cent to DM2.42bn - a new peak. However, the 7.8 per cent net rise in securities hid a surge in reallowance income from the placement of bonds and investplacement of bonds and invest-ment fund shares, notably thanks to the success of the bank's Luxto the success of the bank's Littembourg-based Eurorenta fund.
By contrast, commission earnings on securities trading fell by
a quarter on account of the drop
in equity turnover, while earnings in new issues also declined.
The bank managed to keep better control of costs, which rose
by 65 per cent at group level lest

by 6.5 per cent at group level last year, than some rivals. Apprecia-bly higher cost increases resulted in reduced partial operating prof-its at the two leading Bavarian banks which reported their 1988 results earlier this month.

Deutsche Bank continues to build up its sovereign debt provisions, although at a slightly slower rate than in the past. The average cover ratio at parent bank level stood at 76.9 per cent at the end of 1988 against 75.5 per cent the previous year.

Mr Herrhausen voiced opti-

mism for the success of the bank's bid to buy the outstanding shares in Banco Comercial Transized bank which is spearheading its Spanish expansion plans. Deutsche Bank planned to build up BCT's Spanish network of 100 branches, he said.

Elsewhere in Europe, Deutsche Bank planned to use its domestic mortgage banking expertise at Buropean level Together with its German mortgage banks and its Luxembourg subsidiary, it is setting up a European mortgage bank based in the Grand Duchy. In the last pledged to bring debt down to 50 per cent or less within 2½ years through an array of typical money-saving actions: distant bank based in the Grand Duchy.

One ballgame with few fans on Wall Street

Roderick Oram reports on the man behind Black & Decker's agreed bid for Emhart

EVISING an encore acceptable to Wall Street is as tough as turning round a floundering business, Mr Nolan Archibald, Black & Decker's chief executive, is dis-

covering.

Restive investors have knocked
20 per cent off the share price of
the power tool and appliance company since it announced last week a \$2.8bn agreed bid for Emhart, a manufacturer of a wide range of plumbing, do-it-yourself and other products. Wall Street is quick to credit Mr Archibald, every inch the tall, energetic former basketball player, with completely recreating Black & Decker over the past

three years. But just when inves-tors thought they were settling down to a nice stream of improving profits from mature busi-nesses Mr Archibald sprang the Emhart deal on them. In a hastily convened meeting in a mid-town Manhattan hotel, sked analysts and investors to look beyond the deal's short-term negatives to prospects

of longer term prosperity. It is

"the classic marriage made in heaven", he believes. heaven", he believes.

Black & Decker yesterday took a step closer to consummating the deal. Topper, an investment partnership of the wealthy Fisher family of New York and Mr Gordon Gett, an heir to the oil fortune, agreed to bow out of the battle for Emhart, which it had put into play with a \$35 a share offer. But there is still a chance some other bidder might try to counter Black & Decker's \$40 a share offer.

share offer.

Mr Archibald has been on the short end of bidding wars before. In early 1988 Black and Decker dropped its \$2.1bn offer for American Standard when the price approached 20 times the plumbing company's earnings. It was a profitable retreat, netting Black & Decker a large return on its

American Standard stake, He readily admits to no quick payback from Embart. Black & fund the takeover, refinance existing debt and beef up working capital. Debt will constitute more than 80 per cent of capital, up from less than 30 per cent now. The deal will dilute earnings for at least 18 months.

He has pledged to bring debt down to 50 per cent or less within inventories and capital spending, and selling Emhart's information and electronic systems business. He believes longer term benefits from Emhart will be large. Its big range of do-it-yourself prod-ucts and garden equipment com-plements Black & Decker's power tools and small household appliances with minimal overlap. They use the same distribution channels and the bidder is strong abroad where the target is weak. Many items are counter-cyclical and have higher margins com-pared with Black & Decker's.

For all the apparent attractions of the deal, however, Wall Street feels Black & Decker over-laid the logic after Emhart wooed it as a white knight. Many investors are uncomfortable with the idea of Black & Decker borrowing to expand into new territory when interest rates are rising and economic growth slowing. On this score, Black & Decker may be only the first of many

companies that find it hard at this stage of the economic cycle to win Wall Street's approval for the next phase of their revitalisa-

The company, after one bac false start in the early 1960s, has become the model exploiter of a



has whittled them down to a dozen and is aiming for five or six, even though it has greatly expanded its product line.

Moreover, designs and manufacturing techniques were dated. As business slumped, factory

operating rates dropped to around 50 per cent.

Mr Laurence Farley, Mr Archi-bald's predecessor, talked con-

Nolan Archibald, every inch the tall, energetic former basketball player, has completely refashioned Black & Decker since taking over command in 1985

mature business. A big purchase like Emhart may be the only way it can keep up its momentum.

Black & Decker's old failings had come home to roost in the early 1980s. The power tools for which it was synonymous and which were hy far its largest activity were losing market share rapidly around the world to Makita of Japan and to a less se extent ita of Japan and to a lesser extent

Bosch of West Germany.

Its structure lay at the root of global company but more a feder-ation of some 50 semi-autonomous national organisations loosely controlled by three regional headquarters.

As a result, eight design cen-tres around the world turned out a jumble of products tailored to

a jumine of factors taked to hat a shout factors of scale.

The 'new' Black & Decker loves to tell of the 100 or more sizes of electric motors it once used. It

vincingly of the global impera-tive. When he failed to implement it, he relinquished power in early 1986. Still, the company has to be grateful to him for several actions, such as his 1984 purchase of US General Electric's small kitchen appliance division for \$300m.

The division was number one

in the US market with annual sales of \$470m. But Mr Farley's successors thought he had overucts from irons to toasters were dated. Worse Black & Decker had to give up the best assets, the GE brand name. Undaunted it plunged into overhauling the

he once fired all his senior European managers because they refused to introduce a range of products which had been successful in the US. However, he never got on top of the problems.

Seeking to cure its deeper ills, the company hired Mr Archibald in 1985. A Mormon with eight children, he came from Beatrice, the foods and household products company, with a reputation as a turn-round artist and four resus-citations to his credit.

He tore into Black & Decker like a construction worker on a rehabilitation project. He replaced many senior managers. changed from geographic to global product lines, united separate industrial and consumer power tool divisions, shut facto-ries, fired 2,000 workers, introduced the latest manufacturing techniques and shook up the dis-tribution system.

The company also listened to its distributors and customers two constituents it had long neglected. From them in got many good new product ideas for the "build" side of Mr Archibald's "cut and build" strategy. In the some 13 per cent of the group's \$2.28bn sales came from hundreds of new items introduced in the past three years.

The bottom line improved to

range and substituting the name
Black & Decker.

Analysts were as sceptical
about this as they are about
Embart, but Black & Decker successfully made the switch in the largest US brand name change ever.

The bottom line improved to record net profits of \$97.1m last year from a loss of \$158m in 1985 and it has held power tool competitors at bay around the world.

Mr Archibald, now aged 45, has accomplished the restructuring which had eluded his predeces-

French raider nets 15% of UK's Addison and exposes board rift

By Ray Bashford in London

A DAWN raid on Addison Consultancy by Motif Action, a French market research company, yesterday exposed a wide rift within the board of the UK design, public relations and market research group.

The MAI company.

The MAI company.

The private French company snapped up 14.7 per cent of Addison's shares at 40%p, which was also the closing price. This values Addison at £23.8m (\$40.2m). The holding was bought to block a possible takeover by MAI, the UK financial services and advertising group, which has been in discussion with the Addi-son board for at least two weeks. son board for at least two weeks.

The purchase also gives the
French company a toehold on the
UK market a day after Boulet
Dru Dupey Petit, France's fifth
largest advertising company,
launched a hostile £103m bid for
Boase Massimi Pollitt, the UK

snare purchase. However, it is eager to establish joint ventures with the UK company.

The MAI approach is believed to have been strongly opposed by Ms Elizabeth Nelson and Mr Tony Cowling, the directors who head Addison's market research

head Addison's market research operations. The French purchase was done with their blessing.

The market research arm, Taylor Nelson, has been an area of strength within an otherwise desultory group performance during the past few years.

Ms Nelson and Mr Cowling are attempting to prise Taylor Nelson out of Addison and create a publicly listed market research group.

group.

They believe that they can been considering an offer of 40p.

expand Taylor Nelson more rapidly by remaining independent and forming joint ventures.

MAI also sees the potential in
Addison through the retention of Taylor Nelson and the disposal of Streets, the public relations arm, and Addison Design Group. Streets' management is expec

ted to announce a film buy-out today, and Mr Steve Smith, Addi-son's chief executive, is expected to attempt a management buyout of the design company.

Taylor Nelson and Motif are believed to have been in contact for several months but talks on the share purchase began only a

few days ago.
It came as a blow to MAI which has unsuccessfully explored pos-sible entry points for expansion in market research during the

TSB chief warns on earnings

By David Barchard in London

SHAREHOLDERS of the TSB Group, the fifth largest banking group in the UK, were warned yesterday by Sir Nicholas Goodison, its chairman, that they should expect lower profits dur-ing the first half of this year because of market conditions in

retail banking. Sir Nicholas's remarks at TSB's annual meeting in Glasgow, were greeted in the City as the first strong indication that the two-year retail banking boom may be over.

They added to the nervousness of Stock Exchange investors, helping trigger a fall on the FT-SE 100 index of 22 per cent by the end of the day. TSB made interim profits of

£212m (\$356m) in the first half of

last year, 29 per cent up on 1987. However, some City analysts yes-

terday said this year's interim

figures were likely to be at least 10 per cent down on last year. TSB will not announce its interim results until the end of June, and there was some sur-prise that Sir Nicholas had cho-sen to slarm the market by fore-casting a drop in profits so early in the year.

Sir Nicholas singled out high interest rates and the collapse in

the mortgage market as the main reason why TSB's profits are likely to be well down this year. TSB relies heavily on mortgage lending, and has five separate mortgage arms. Last year mort-gage lending made up about 43 per cent of its total lending, a much higher proportion than

other large clearers.

However, Sir Nicholas also made clear that overall market conditions had also become much more difficult for retail banks.

He said: "The favourable condi-tions of the last few years have gone. Competition in retail banking is getting very much tougher. Margins in commercial banking remain very competitive. Banks are going to have to look more and more to fees and other sources of income in order to sustain profitability."

Other big clearing banks in London yesterday generally agreed with Sir Nicholas that the retail banking market was sub-dued because of high interest

However, Lloyds Bank, the smallest of the 'big four' clearers and widely regarded as the most aggressive of the banks, said that it did not find market conditions particularly difficult at present. TSB shares fell by 10.5p in Lon-

don to close at 118n.

DOES YOUR BROKER **GIVE ITS UNDIVIDED** ATTENTION TO **FUTURES AND OPTIONS?**

GNI is dedicated to the broking of international futures and options and is one of Europe's leading specialists. There's little doubt that successful hedging and trading in today's volatile global markets demands real expertise.

With no other distractions, the brokers and analysts at GNI are quick to interpret trends and detect opportunities in these markets. It's only natural that such a dedicated organisation attaches the same importance to efficient administration.

Professionalism and commitment to innovation has made GNI a powerful force in the world of futures and options. If the management of risk or trading in these markets is your priority, please call Hugh Morshead on (01) 378 7171 at GNI, Colechurch House. 1 London Bridge Walk, London SE1 2SX.



Concentrated power in futures and options

AFBD intestors should be aware that investments in futures and options can fall as well as rate in value, perhaps to the extent that losses could exceed the initial investment.

By George Graham in Paris

PARIBAS, THE French investment banking group, has announced a 54 per cent rise in net profits last year to FFr2.65bn (\$415m), recovering strongly after 1987's stagmant earnings in the wake of the October stock market crash,

Mr Michel François-Poncet, chairman, said the group had broken through into new ground, with big advances in all its main divisions: Banque Paribas, the principal invest-ment banking arm, Compagnie Bancaire, the 48 per cent owned consumer finance and leasing group, Crédit du Nord, the wholly owned retail bank now back in the black, and the group's portfolio of industrial

equity holdings. Paribas's estimated net ts climbed to FFr33bn from FF124.3bn at the end of 1987, when portfolio boldings were hit by the slump in stock mar-ket values at the end of the year. Net asset value per share at the end of 1988 is estimated at FFr610, compared with FFr459 a year earlier. New provisions were reduced to FFr4.89bn from

FFr5.51bn in 1987, taking the group's provisions up to 46 per cent of its sovereign debt risks, mostly concentrated in Venezuela and Mexico, compared with 39 per cent cover in 1987. Earnings on Paribas's capital account, totalling FFr740m after FFr573m in 1987, benefit-

ted from the recovery of FFr218m net of provisions made the previous year on its securities portfolio. Mr François Morin, manag-ing director of Paribas, said all

the group's financial market activities were profitable. Quilter Goodison, Paribas's London stockbroker, was haemorrhaging until it was sold to Commercial Union last autumn, Mr Morin said, but Courcoux Bouvet, Paribas's French stockbroker, managed to maintain stable profits. Mr François-Poncet said the

holders selected by the French Government at the time of Paribas's privatisation in 1987 had now ceased to exist, since the restrictions on the sale of these stakes were now lifted. He said, however, that he hoped a small number of institutions would increase their stakes in Paribas above the 5 per cent threshold. Union des Assurances de Paris (UAP), the state-owned insurer, has already taken its holding up to 4.5 per cent. No single share-holder should dominate, how-

"hard core" of stable share-

"I refuse the idea of a shareholder of reference. It would be totally incompatible with the independence of a house like ours," he said.

Paris stockbrokers had been expecting earnings to rise by 40 to 45 per cent, but the 54 per cent increase recorded has comfortably beaten expecta-

Huega sale boosts Ausimont

By Alan Friedman in Milan

AUSIMONT, THE Wall Street quoted specialty chemicals subsidiary of Italy's Montedison group, yesterday unveiled a L206bn (\$148.5m) net profit

The figure is more than double the 1987 result of L70.8bn, but as the company explained this was due to an extraordi-nary credit resulting from the sale last year of Huega, a carpet tile subsidiary.

Mr Howard Harris, chief operating officer, said that with the company's accounts adjusted for extraordinary items and US tax differences the pre-tax profit for 1988 amounted to L80.2bm, a 25 per cent rise on the 1987

Montedison owns 88.1 per cent of the Dutch-registered Ausimont.

Last month Montedison failed to secure 100 per cent control when several minority institutional investors in New York refused to tender their shares at the offer price of \$35

• Lombardini, a privately owned leading Italian manufac-turer of small diesel motors, is buying more than 95 per cent of Hispano Motor, a Barcelona-based diesel motor

Lombardini, which had 1988 sales of L250bn and which employs 2,000 people, is believed to be paying around Li0bn for Hispano, which had around \$29m of 1988 sales and claims more than 50 per cent of the Spanish diesel motor mar-

Snia-BPD more than doubles net profit

By Alan Friedman

SNIA-BPD, the textiles, chemicals, munitions and missiles subidiary of Flat, yesterday unveiled a more than donbled net profits of L84.9bn (\$61.5m) for 1988. The operating profit was L180.6bn, against L131bn in 1987.

The company said its turnover rose by 3 per cent last year to L2,358bn. Group net debt declined to L249.4bn from next two months.

Snia said it had signed a let-ter of intent with Enimont, the chemicals venture between Enichem and Montedison, con-cerning possible collaboration.

It is expected that Snia and Enimont will agree a series of asset swaps or joint ventures in fibres and polymers in the

Gemina, the diversified investment company controlled by Fiat, reports a jump of 126 per cent in pre-tax earnings L111 bn in the six months

ended December 1968. The company said its investment portfolio was valued at L490.2bn at the end of 1988,

| Porsche's earnings rise despite lower sales

By Andrew Fisher in Frankfurt

PORSCHE, the West German luxury sports car maker, said yesterday that profits picked up in the first half of its current financial year. However, sales were down considerably.

The Stuttgart-based company, controlled by the Por-sche and Piech families, has already made clear that it is recovering gradually from the sales collapse in the key US market in 1987, which was caused by the lower dollar and the October stock-market

In the first six months of the financial year to July 31 this year, pre-tax profits edged up to DM38m (\$20.5m) from DM32m. The company said cost-cutting measures were partly responsible for the

improvement.
As well as reducing staff numbers, Porsche has reshaped its policy to put greater emphasis on its more expensive and exclusive cars, which carry higher profit margins. It has also streamlined its dealer network.

Turnover in the first half drouped by 16 per cent to

dropped by 16 per cent to DM1.23bp.

While domestic sales were only 0.7 per cent lower at DM294m, foreign turnover was down by 20 per cent to DM934m. Unit sales fell by 27 per cent to 14,580 cars, with a 45 per cent slump in the US to 6,560 cars.

6,580 cars.

Porsche said its new models, including upgraded versions of its classic 911 range, had been well received — delivery dates were running beyond the end of the financial year. The company expected the new cars to stimulate US demand, with the main impact coming in 1989-90.

1989-90. The turnround in profits follows Porsche's policy of cut-ting output sharply to reduce stocks of unsold cars, especially in the US. It has also withdrawn from

the cheaper end of the market by dropping its four-cylinder 924 model. For the full year, Mr Heinz Branitzki, the chairman, has

forecast a significant rise in

in 1987-88 to DM25.3m.

profits after net income halved

Logic behind a sporting takeover

Heikki Salonen, chairman of Amer Group, talks to Olli Virtanen

here is logic in all this, declares Mr Heikki O. Salonen, chairman of Amer Group, half apologetically, after the recent acquisition of Wilson Sporting Goods, the leading US sporting equip-ment manufacturer, from Mr William Simon's Wesray Capi-

tal investmet bank. The business philosophy of the Finnish marketing group, which spans cars to fashion and printing houses to sporting gear, sometimes strains the imagination, but Mr Salonen is

seldom lost with words. Most companies, he says, are hamstrung by the ancient prin-ciple of operating by business sector. A shipbuilding com-pany concentrates on the metal industry and does not venture,

Amer prefers to take a look at the different functions of a business operation. "Some companies are good at manufacturing, others know the ropes of contracting, and so on. Our expertise is to manufac-ture and market high quality brand name products, says Mr

Apart from its close attention to investor relations Amer is rather faceless. Few Finns would know who manufactures Marlboro cigarettes or imports Toyota cars into Finland. Both end of the year ended February Amer franchises are market leaders by a wide margin. Against this beckground the acquisition of Wilson makes

good sense. It provides the relatively domesticly orientated group with a truly international platform with operations in eight countries on three con-

wilson's golf equipment nicely complements Amer's MacGregor Golf Company which will now have "in-house" manufacturing units. And, as Mr Salonen emphasises, Amer has no intention to raise its corporate profile at Wilson's expense by organising a "Amer Tennis Tournament," for example.

Wilson's top management reportedly backed the Finnish company against four other bidders, some of which even offered more than Amer. According to some analysts
Wesray sold to Amer in order
to show a "good face."
At \$200m in cash Wilson was
Amer's biggest purchase to

date in a long string of acquisi-tions and disposals. Wilson's estimated net sales of \$425m in 1988 will boost Amer's annual sales by one third to FM7.5bn Amer's liquid funds at the 28 stood at just over \$200m. Half of this was used to finance the acquisition while the second \$100m came from a multi-corrency facility arranged by

Citibank. Wilson will not improve Amer's profitability this finan-

I have told the group executives not to bring me any foolish acquisition ideas for the next two years, only serious ones'

cial year due to the acquisition costs but it will make a contri-bution the following year, believes Mr Salonen.
Analysts agree that with
Wilson Amer's business will become riskier and initially the

acquisition will dilute earnings. Kleinwort Benson, for example, estimates Amer's pre-tax profit will increase from FM285m in 1988 to

FM920m in 1988.
Earnings per share are estimated to decline from FM17.90 in 1988 to FM17.00 in 1989.

the pack stems from his almost obsessive attention to return on equity. If a husiness unit fails to reach a destred level in given time Amer is likely to dispose of it.

dispose of it.

"We are very flexible in using our capital," he says, comparing Amer to a forest products group which, after a \$300m greenfield investment, cannot simply say "Gosh, got it wrong, Let's do it this way instead."

Amer aims to create synergy and acquire businesses that fit the picture. It has acquired several companies in paper converting while boosting its printing operations.
Likewise it recently bought

two small textile companies to complementible existing Mari-mekko fishion operation. The group's top management comprises some helf a dezen experts who are trained in marketing and can be assigned to mould the acquired units

into the group.

Wilson is now likely to keep
management resources, including Mr Salonen himself, well occupied for some time.
"I have told the group execu tives not to bring me any fool-ish acquisition ideas for the

next two years, only serious ones," he quips.

Stena bids SKr350m for SMZ

STENA, THE Swedish ferry and property group which is currently considering a bid for the Bermuda-based Sea Containers corporation, yesterday announced it wants to buy Stoomvaart Maatschappij Zeeland, a Dutch ferry company, for about SKr350m (US\$54.3m).

Stena Line, the group's ferry subsidiary which is listed on the stock exchange, is talking to the Dutch Government,

which owns 70 per cent of SMZ, and Internatio-Muller, the Dutch transport group which holds 4.3 per cent of SMZ.

If Stena Line acquires a con-trolling 74.3 per cent stake, it plans to bid for the outstanding shares, offering F1 6,775 (\$3,176) per share for the remaining 4,260 shares listed on the Amsterdam stock exchange. SMZ shares traded at around F1 5,900 earlier this

week. Stena Line said it wants to build up its network of ferry routes in Europe to complement its existing connections

within Scandinavia. SMZ operates between the Hook of Holland and Harwich. It has 500 employees and had a turnover in 1988 of about F100m (US\$46.9m). It has a modern passenger/freight ship and owns a terminal in the

By Our Financial Staff

46% of Sisa

St-Gobain in

talks to buy

SAINT-GOBAIN, the French glass and building materials group, said it is talking with Credit Lyonnals about acquiring the bank's 46 per cent interest in Sisa, the Italian packaging materials concurn.

St-Gohain said it was too soon to say when a final agreement wight superse or what its ment might energe or what its value might be. The company played down reports that it might seek to control as much might seek to control at much as 70 per cent of Sisa after the purchase from Credit Lyonnals, saying that St-Gohain is foensing only on 46 per cent of Sisa's capital for the moment. Sisa is among Italy's biggest cardboard packaging materials concerns, with revenue of about Lisoha (203.7m) in 1968. Saint-Gohain's interest fits its soal of wider coverage of

goal of wider coverage of

Hoogovens swings round to the black

By Laura Raun in Amsterdam

HOOGOVENS predicted that its earnings would continue to climb this year after the Dutch steel and aluminium group swung into the black with a Fi 301m (\$141m) profit in 1988

from a loss in 1987. Dividend payments will be resumed with a Fl 4 a share payout for 1988. No dividend was paid in 1987 when Hoogovens lost Fl 76m.

The steel division should lift its earnings while aluminium may see its profit slip a bit, the company said. Extraordinary

income of around FI 300m will be booked from the sale of holdings. Turnover jumped 35 per cent to Pl 7.87km in 1988 from Fl 5.85km the year before. Price rises and higher sales volumes fueled the buoyant performance.

INVITATION ddressed to the Shareholders and Holders of Participation Certificate: (in the following "Raiffeisen-Vermögensanteile")

to attend the

ORDINARY GENERAL MEETING

of the Genossenschaftliche Zentralbank AG, to be held an Tuesday, April 25th, 1989 at 15.00 p.m. in 1010 Vienna, Schauflergasse 6, AGENDA

- Presentation of the established financial accounts and presentation of the business report of the Board of Management regarding the business year 1988 together with the report of the Supervisory Board
- Resolution regarding distribution of net profit
- Resolution regarding the expneration of the Members of the Board of Management and of the Supervisory Board
- **Election to the Supervisory Board** Resolution regarding reimbursement of the Members of the Supervisory Board
- Election of the auditors for the business year 1989
- Change of company's name Change of Articles of Association in § 7

Attendance is granted only against presentation of certificates of deposit evidencing the deposit of shares or interim certificates with an Austrian public notary or with an Austrian or foreign bank. The deposit has to be effected not later than April 19th, 1989 (section 17 of the Articles of Association).

The voting power of the shareholders corresponds to the nominal value of the shares.

In case votes are exercised by praxy a written authorization is requested. This authorization will be retained by the bank,

Holders of "Raiffeisen-Vermögensanteile" are entitled to attend the General Meeting. Their right of attendance has to be justified in the same way as the corresponding right of shareholders (e.g. by analogous application of section 17 of the Articles of Association). THE BOARD OF MANAGEMENT

INVITATION

to attend

addressed to the Holders of "Raiffeisen-Vermögens

A BRIEFING

concerning the financial statements 1988. This briefing will be held on Tuesday, April 25th, 1989 at 14,00 p.m. in 1010 Vienna, Herrengosse 1, 2nd Floor, Conference Room.

Holders of "Raiffeisen-Vermögensanteile" are authorized to attend this briefing; they have to justify their right of attendance by analogous application of section 17 of the Articles of Association.

Vienna, March 17th, 1989

THE BOARD OF MANAGEMENT

GENOSSENSCHAFTLICHE X GZB-VIENNA

These securities have been sold outside the United States of America and Japan. This atmost appears as a matter of record unly.

NEW ISSUE



THE KANSAI ELECTRIC POWER COMPANY. **INCORPORATED**

U.S.\$350,000,000 10 per cent. Notes 1996

Lssue Price 100% per cent.

Nomura International Limited

Daiwa Europe Limited Merrill Lynch International & Co. **Bankers Trust International Limited Banque Paribas Capital Markets Limited BNP Capital Markets Limited** Goldman Sachs International Limited LTCB International Limited J.P. Morgan Securities Ltd. **NatWest Capital Markets Limited**

Prudential-Bache Capital Funding

Sanwa International Limited

S.G. Warburg Securities

Sumitomo Finance International

IBJ International Limited

Dresdner Bank Union Bank of Switzerland (Securities) Limited Banque Bruxelles Lambert S.A. Barclays de Zoete Wedd Limited Crédit Lyonnais Kleinwort Benson Limited **Manufacturers Hanover Limited** Morgan Stanley International The Nikko Securities Co., (Europe) Ltd. Salomon Brothers International Limited Shearson Lehman Hutton International Swiss Bank Corporation

Yamaichi International (Europe) Limited

INTERNATIONAL COMPANIES AND FINANCE

Mahindra rides the takeover bumps

IT IS an exotic hybrid. A Pengeot engine under a Nissan hood, and manufactured by Mahindra and Mahindra in

India.

The firee tonne light con-mercial vehicle, which can be adapted as anything from an ambulance to a refuse compac-tor, is the result of Mahiadra's takeover of Allwyn Nissau, a Hyderabad-based company set up in 1982 by the Andhra Pra-desh state Government and

For Mahindra, a jeep confecturer and Degship of a leading Indian engineering group with sales of more than Rs8.7bn (\$555m), the takeover road was bumpy. Negotiations had dragged on for almost a year and acquired vocificrous political overlance.

With a licensed capacity of

India's premier jeep maker is growing and diversifying reports Gita Piramal in Bombay

50,000 vehicles but output only a fraction of that, Allwyn Nissan's performance became an issue of competence for the Andhra Pradesh Government.

12115 0

7 7 7 7 5 *****************

ラ 19 1 (機)

R COMPAN

Carl Breez المحتلفين السا

The second second

The deal was given clear-ance only after Nissan threat-ened to pull out of the venture and Mahindra provided assurances that there would be no retrenchments and that it would pump in Rs50m for Allwyn Nissan's development programme. This was on top of the Rs43m paid to the Andhra Pradesh Government for a 26 per cent stake in the company. It paid the par value of Rs10 a share and has made a similar offer to Allwyn Nis-san's remaining shareholders, aiming at increasing its equity position to 40 per cent. The shares, which had been trad-ing as low as Rs4, shot up to Rs15 before levelling off to a

current level of around Rs11. The Allwyn Nissan takeover is part of an expansion and diversification programme for Mahindra which, though it enjoys a virtual monopoly of the Indian jeep market, is keen to strengthen its pres-ence in the competitive sector for light commercial vehicles. Mahindra has also signed an

agreement with Pengeot of France to manufacture the 504 pick-up truck in India. Both it and the Allwyn Nissan vehicle will carry the Peugeot diesel

India. According to Mr Keshub Mahindra, the chairman, "there have been no objections from Nissan to the Peugeot engine being fitted on their LCV." The Mahindra group has been associated with Peu-geot for almost a decade and a high-level delegation from France has been in Bombay to discuss the extension of this collaboration and to lay the foundation stone for a plant to manufacture the new genera-tion XD-3 diesel engine.

The French company is also considering supporting Mahin-dra's endeavours to export its jeeps through Pengeot's inter-national dealer network. Mr Jean Boillot, president of Automobiles Peugeot, said that Peugeot would be inter-ested in taking a minority stake in Mahindra, "not to gain control or influence the management, but to show our commitment to developing a

HK duo advance more than 25%

By Michael Marray in Hong Kong

TWO MAIN Hong Kong companies controlled by Mr Li Kashing yesterday reported 1988 net profits up by more than a quarter, amid buoyant conditions in the territory's property and trading sectors.
Hutchison Whampoa, which
has interests ranging from
property and telecommunications to container port operashowed profits after tax and minorities of HK\$2.32bn (US\$297.4m) for the year, an increase of 26 per cent.

Extraordinary items worth

HK\$1.28bn boosted attributable profits to HK\$3.60bn.

Apart from strong property and investment activities, Hongkong International Termi-nals (HIT) did well on the back of record container port throughput. Good perfor-mances were also seen from the group's telecommunications, trading and retailing divisions.

Mr Simon Murray, managing director, said that the company may soon further reduce its holding in HIT by selling a 2.5 or 5 per cent stake to Japanese

interests. This is in line with a policy of broadening the shareholding base, he said, in order to allay concerns about Hutchison's increasing dominance of Hong Kong's container port

Mr Murray said that earn-ings from Husky Oil of Canada were relatively flat, but that the longer-term prospects were good, helped by Husky's acquisition of Canterra Energy dur-

Cheung Kong Holdings. which owns 40 per cent of

Kong's largest property devel-opers, reported its own aftertax profits of HK\$2.09bn, an increase of 32 per cent. There were additional extraordinary profits of

HK\$567m. dividend of 21 cents per share, bringing the total for the year to 29 cents against an adjusted 21.5 cents for 1987.

Hutchison has declared a final dividend of 30 cents per share, making 43 cents for the year versus an adjusted 34.6

Fletcher starts N American drive

Dai Hayward on the ambitions of a New Zealand forestry group

letcher Challenge, the New Zealand forest products and industrial group which has a large pres-ence in British Columbia, is looking to expand its North American operations into east-ern Canada or the US. Mr Iau Donald, who heads

its Canadian division, sees the involvement in British Columbia, where most of its North American operations are based, as probably "as large as we would like to be and as large as the British Columbia Government would like us to be." He adds: "We are ambitious to grow in North America

and before too long."

North America provided
NZ\$160.5m (US\$98.8m) in profits for the latest six months to December - just over half the group's record NZ\$315m interim total. The North Amer-

cent from the previous year. Of the group's total revenue of NZ\$5.3hn, a third originated in North America. Last year Fletcher increased

its stake in Fletcher Challenge Canada - formerly British Columbia Forest Products - to 71 per cent and merged its management with that of its wholly-owned Crown Forest Fletcher also owns the Blan-

din paper company in Min-nesota where a US\$350m expansion programme comes on stream this year. The Canadian forest industry is facing considerable

change with conservation and government restrictions on logging, while the new equipment needed to process the smaller, second growth timber, now replacing the older larger trees, means many existing sawmills

Fletcher Challenge Canada exported only 50,000 cubic metres of timber in logged form last year with its main pulp and paper. The log exports were almost entirely to China.

Overall stocks of Canadian newsprint at the end of last year were almost double those of the previous year due to a slowdown in demand. Despite this Fletcher sold a record vol-ume of standard newsprint in North America, while FCC is maintaining full output from its mills by boosting produc-tion of other types of paper to compensate for any drop in newsprint demand.

The group is confident that world prices for paper pulp will remain high. More than a dozen price increases since 1985 have taken pulp prices from US\$400 a tonne to \$810

this month. Another \$30 a force tomorrow.

Future expansion in North America may take the group deeper into the US. Mr Hugh Fletcher, chief executive, referring to the company's original move into British Columbia, said: "One reason we went to Canada rather than the US was because Canadian companies were selling at only two thirds of the price of American com-panies." He said the gap had since narrowed.

Further expansion in North America could, moreover, be outside the forest industry. Last year the group acquired Dinwiddie, a construction company in California, and lifted its shareholding in A-M Homes to 81 per cent. It also owns Wright Schuchant, in Washing

Swire group earnings jump 25% to HK\$3bn

By Michael Marray

SWIRE PACIFIC, the Hong Kong aviation, property and trading group, has reported profits after tax and minority interests of HKS3bn (US\$384.6m) for last year, an increase of 25.3 per cent.
Extraordinary gains of
HK\$385.9m lifted attributable

profits to HK\$3.39bn. The healthy results were largely due to the 32 per cent increase in profits to HK\$2.82bn from Cathay Pacific Airways, a 50.4 per cent held subsidiary, and from the boom-ing local property market. Mr David Gledhill, the chair-

man, said the group's strategic shift away from development-for-sale towards the building of a portfolio of investment prop-erties was paying off. Trading divisions perform

well during the year, he added, as did the shipping and dock-yard divisions. Both Swire Magnetics and Swire Technologies continued to lose money. He warned that Hong Kong's rising inflation and labour shortage cast a shadow over prospects. Swire would continue to benefit from earnings growth in Cathay, Swire Properties and industrial, trading and insurance divisions but shipping and offshore services

again faced a difficult year. The final dividend will be 53 cents per A share and 10.6 cents per B share, bringing the total for the year to 76 cents and 15.2 cents respectively, compared with 62 cents and 12.4 cents for 1987.

NOTICE TO HOLDERS OF

YAMANOUCHI PHARMACEUTICAL CO., LTD.

US\$50,000,000 4 per cent. Convertible Bonds due 1990 US\$50,000,000 2¾ per cent. Convertible Bonds due 2000

Yamanouchi Pharmaceutical Co., Ltd. (the "Company") has, at its general meeting of shareholders, resolved to change of its financial year-end from 31st December to 31st March. As a transitional measure, the Company will have a three-month financial period running from 1st January, 1959 until 31st March, 1989 inclusive and thereafter its financial year will run from 1st April to 31st March in the following your.

Accordingly, the record dates for the payment by the Company of annual cash dividends and interim dividends will become 31st March and 30th Septembor, respectively, in each

Any shares of common stock of the Company ("Shares") issued upon conversion of any of the U.S.\$50,000,000 4 per cent. Convertible Bonds due 1990 and U.S \$50,000,000 214 per cent. Convertible Bonds due 2000 (collectively the "Bonds") dividends declared in respect of that period and any Shares issued on conversion of Bonds on or after 1st April, 1989 will be paid full dividends declared in respect of the relevant fix. month period during which the conversion occurs.

The interest payment dates in respect of the Bonds remain unchanged as 30th June and 31st December in each year. With offect from 1st April, 1989 if any Bund is converted during the period from 1st April to 30th June (inclusive) or from 1st October to 31st December (inclusive) in any year a cash dividend equivalent to three months interest accraiged to the immediately preceding 31st March or 30th September, as the case may be, will be paid to the converting Bundhuksh. Such payment will be made on the internal payment date falling on or next succeeding such date of conversion through the specified offices of the Paying and Conversion Agent: iii the manner specified in the relevant Conversion Notice.

The Company and The Bank of Tokyo Trust Company, as Trustee in respect of the Bonds (the "Trustee"), have entered into two Supplemental Trust Deeds each dated 30th Murch. 1989 amending the Trust Deed dated 6th October, 1983 and the Trust Deed dated 12th November, 1985 constituting the Bonds so as to reflect the changes referred to above. Copies of such Supplemental Trust Deeds are available for inspection at the principal office of the Trustee, presently being at 100 Broadway, New York, N.Y.10005, and at the specified offices of each of the Paying and Conversion Agents in respect of the Bonds. Definitive Bonds in issue will not be amended to rether

YAMANOUCHI PHARMACEUTICAL CO., LTD.

Dated: 31st March, 1989

Normandy may buy 20% diamond stake

By Kenneth Gooding, Mining Correspondent

buy 20 per cent of the Bow River diamond project in Aus-

tralia. Normandy aims to pass the stake on to Poseidon, its 48 per cent owned subsidiary.

The other 80 per cent of Bow River is owned by Freeport McMoRan Australia, which plans to merge with Poseidon.
Normandy will pay Gem
Exploration and Minerals
A\$10m (US\$8.1m) for a package
which includes the Bow River stake, geological information and access to A\$6.75m in tax es. The deal is conditional on Freeport not exercising its pre-emptive rights to the share-

The transaction would indirectly strengthen the grip Mr Harry Oppenheimer's South African Anglo American/De Beers empire on world diamond production. Anglo American is the other major share-holder in Poseidon - in August

Poseidon announced yester-day that its attributable operat-

The advance in sales from from A\$12.5m.

Earnings per share were 3.91 including amortisation, amounted to A\$2.32m (A\$1.61m), and interest fell to A\$388,000 (A\$571,000).

it sold its Australian operations to Poseidon in exchange for an 11 per cent stake.

NORMANDY RESOURCES, the master company of Mr Robert to December jumped 54 per Champion de Crespigny, the Australian entrepreneur, has secured a conditional right to ment, its Northern Territory gold mining offshoot, and ris-ing interest rates were the main contributors to the

> to the inclusion for the first time of Anglo interests. Dominion Mining, the Australian gold miner currently embroiled in a bid battle for rival Whim Creek, has reported operating profits for the six months to December up 52 per cent to A\$5.04m on a nearly doubled turnover of A\$24.77m

pay a final dividend from the full-year earnings and from 1989-90 to pay dividends twice

a year.
"It is the company's policy that the percentage of profits paid as dividends should aver-age 50 per cent over time," it added.

NOL doubles profits to S\$50m

NEPTUNE ORIENT Lines (NOL), the Singapore shipping group, more than doubled net profits last year to \$\$50.8m (US\$25m) from \$\$22.8m, Our Financial Staff writes.

Revenues rose 11.8 per cent to S\$1.23bn. A dividend of 3.5

cents was declared, up from 1.8 Haw Par Brothers, a Singa-pore industrial company, reported after-tax profit of S\$21.3m, down 14.6 per cent, despite sales up 50 per cent to

Capitalising on Growing Businesses

"The Group's cash flow and financial position remain strong and are well capable of supporting the substantial commitments which have been made in longer term projects during the year."

Hong Kong, 30th March, 1989

Dividend per share up 24% to

Li Ka-shing Chairman

US\$0.055

Financial Highlights for the year ended 31st December, 1988

Turnover up 22% to US\$1.649M Profit before extraordinary items up 26% to US\$297M PROFIT ATTRIBUTABLE TO THE SHAREHOLDERS UP 38% TO US\$461M Earnings per share before extraordinary items up 18% to US\$0.099 Earnings per share after extraordinary items up 29% to US\$0.152 Shareholders' funds up 10% to US\$2,018M

Wardley
Leading Asia Pacific
in Financial Expertise For Corporate Advice, Debt and Equity Financing, Project and Aviation Financing Advice, Investment Management, Private Banking, Treasury and Trading, Broking.

For a copy of the 1988 annual report write to:

Wardley Holdings Limited

FT Books

Guides to Investment and Financial Planning

American Express Bank Ltd. U.S. \$100,000,000 Floating Rate Subordinated Capital Notes Due 1997 Notice is hereby given that the Rate of Interest has been fixed at 10.625% and that the interest payable in respect of U.S. \$10,000 principal amount of Notes for the period March 31, 1989 to

June 30, 1989 will be US\$268.58. 01 799 2002 March 31, 1989, London By: Citibank, N.A. (CSSI Dept.), Agent Bank for details

CITIBANG

Hutchison Whampoa Limited



Head Office: 22/Fl, Hutchison House, Hong Kong. Tel.: 5-230161. Telefax: 5-8100705. European Office: 9 Queen Street, Mayfair, London W1X7PH. Tel.: 4993353. Telefax: 4910872.



Banco di Santo Spirito S.p.A. (Incorporated with limited liability in the Republic of Italy) **London Branch**

Floating Rate Depositary Receipts due 1993

In accordance with the provisions of the Notes, notice is hereby given that for the Interest Period from March 31, 1989 to September 29, 1989 the Notes will carry an Interest Rate of 10%% per annum. The interest payable on the relevant interest payment dat 29, 1989 will be U.S. \$543.47 for Notes in denominations of U.S. \$10,000 and U.S. \$5,434.72 for Notes in denominations of U.S.

By: The Chase Manhattan Bank, N.A. Loadon, Agent Bank

U.S. \$60,000,000



Manufacturers National Corporation (Incorporated in the State of Delaware) Subordinated Floating Rate Notes due September 1996 Issue Price 100%

In accordance with the provisions of the Notes, notice is hereby given that for the interest Period from March 31, 1989 to September 29, 1989 the Notes will carry an interest Rate of 11%% per annum. The interest payable on the relevant interest payment date, September 29, 1989 will be U.S. \$559.27 for Notes in denominations of U.S. \$10,000 and U.S. \$13,981.77 for Notes in denominations of U.S.

By: The Chase Manhattan Bank, N.A. Londow, Agent Bank

March 31, 1989



U.S.\$200,000,000 **CONTINENTAL ILLINOIS OVERSEAS FINANCE** CORPORATION N.V.

(Incorporated with limited liability in the Netherlands Antilles) GUARANTEED FLOATING RATE SUBORDINATED NOTES DUE 1994
Guaranteed on a Subordinated basis by



In accordance with the provisions of the Notes and the Reference Agency Agreement between Continental Illinois Overseas Finance Corporation N.V. and Citibank, N.A., dated June 24, 1982, notice is hereby given that the Rate of Interest has been fixed at 10.6875% p.a. and that the interest payable on the relevant Interest Payment Date June 30, 1989 against Coupon No. 28 will be U.S.\$270.16 in respect of U.S.\$10,000 nominal amount of the Notes.

March 31, 1989, London By: Cifibanik, N.A. (CSSI Dept.), Agent Barik CTTBANCO

INTERNATIONAL COMPANIES AND FINANCE

Sears to axe 800 in new move to curb its bureaucracy

Heart drug studies again

hit Genentech share price

By Roderick Oram in New York

SEARS, Roebuck, the world's largest retailer, unveiled yes-terday further changes in its cumbersome bureaucracy designed to revitalise its flagging merchandising

operations.
It will cut 800 of the 7,700 merchandising management, close all 24 regional adminis tration offices and give the remaining managers greater

responsibility and control in a more focused structure. Sears is also reported to have decided to spin out its move from the Sears Tower in Chicago, the world's tallest office building. It originally planned to move within two years to cheaper accommoda-tion but will now take over

Keeping more people in the Tower longer is designed to make the building more attrac-tive to potential buyers. Sears hopes it will fetch about \$1bn, but a major concern of new owners would be quickly filling the space vacated by the retailer. The sale was announced last autumn as part

By Roderick Oram

nnes last year.

GENENTECH, the leading US

biotechnology company, has suffered a further setback from clinical studies of its heart

drug Activase, or t-PA, which generated almost half its reve-

The genetically engineered

drug is no more effective at

dissolving blood clots in heart attack victims than an older

drug costing one-tenth the

price, according to two studies in the latest edition of the pres-

tigious New England Journal

of Medicine. The news knocked \$1% off

the stock price of the San Fran-

cisco company, taking it down

These securities were offered in the Lauret States in Laurenauguality.

United States Offering

Goldman, Sachs & Co.

J. P. Morgan Securities Inc.

Offering to non-United States persons

Citicorp Investment Bank Limited

Citibank (South Diskout & Asset), Christin-News &

The First Boston Corporation

Merrill Lynch Capital Markets

Bear, Stearns & Co. Inc.

changes announced yesterday, each of Sears 825 stores will be divided into six vertical merchandise segments - appliances/electronics, home fashions, home improvement, women's apparel, men's/chil-dren's apparel and automotive. Each segment will report to separate district manager

with responsibility for sales, profits and customer service for that line of business in 10 for that line of business in 10 stores. District managers will report to 10 regional managers.

Mr Michael Bozic, chairman and chief executive of Sears Merchandising Group, the retail arm, said the new structure will save \$75m a year.

J.C. Penney, the third largest US retailer, has discontinued its cable television inhome interactive shouring serving serv home interactive shopping service, which will result in a \$20m, 16 cents a share, after

tax change in its first quarter to April 29. It had invested some \$106m in the venture, called Telac-tion. Despite an "encouraging" initial response from consum-ers it had failed to find finanof a broad restructuring.

Cial partners to participate in further development.

to \$17% in heavy trading by

early afternoon.
The more major of the two

studies, conducted in New Zea-

land, found streptokinase was

as effective as Activase. The

older drug is made by Hoechst of Germany and SmithKline

A summary of the 270-pa-tient New Zealand study had been released last November

and then hurt Genentech's

share price.
Activase costs \$2,268 a dose

while streptokinase, which is heavily discounted from its list

price, is available for well

Salomon Brothers Inc

UBS Securities Inc.

Chase Securities, Inc.

Beckman of the US.

\$225m into Goldman Sachs

By Janet Bush in New York

GOLDMAN Sachs, the US securities house, announced that a group of seven insur-ance companies had made a \$225m fixed return equity investment in the company. representing about 11 per cent

of partners' capital. The group will be passive investors with no voting rights or role in managing the company.

The investment was made in

the form of a private place-ment and Goldman Sachs declined to name the insur-Mr John Weinberg, senior partner of Goldman Sachs, said: "We view this investment as a vote of confidence in the

future of our firm and our

leadership in the securities

industry. "It strengthens our substan-tial capital base, which enables us to maintain our position as a leading global investment banking firm and to support our clients' market

This is the second time Goldman Sachs has boosted its cap-ital base in a little more than

In late 1986, Sumitomo Bank of Japan bought a multi-mill-ion dollar non-voting stake in

Goldman Sachs. A Goldman Sachs official declined to comment on whether the latest boost to total capital would mean an additional investment by

The Japanese bank had always intended investing \$500m in Goldman Sachs but its stake was limited to 24.9 per cent of total partners' capi-tal by US Federal Reserve

The latest investment brings Goldman Sachs' total partners' capital to \$2.1bm. Adding on \$895m in subordinated liabilities, the total capital is now just under \$3bn. Goldman said it had formed

The Goldman Sachs Group, L.P. as a holding partnership for Goidman, Sachs & Co.

Insurers put | Mixed fortunes delay Cameco flotation plans

David Owen on an energy group's prospects

r William Gatenby has had some good news and some bad news in his first nine months in charge of newly-formed Canadian Mining & Energy Corporation (Cameco), the world's biggest uranium

The group formally came into being last October through the merger of Ontar-io-based Eldorado Nuclear and the Saskatchewan Mining the Saskatchewan Mining
Development Corporation. In
1988 the company, which has
interests in each of three north
Saskatchewan uranium mines,
a gold mine, a research centre
and two downstream uranium
processing facilities, accounted
for some 16 per cent of Western
world uranium outpat.

world uranium output.
The good news was the passage of the US-Canada free trade agreement which ensured Canadian producers would continue to enjoy unfet-tered access to the lucrative US

Access had been threatened by a court ruling to the effect that the US Department of Energy should not enrich non-US uranium for domestic utilities. Such a ban would have constituted a serious blow for Cameco, which supplies 15-20 per cent of US demand

The bad news has been the persistently weak spot ura-nium market. Prices have recently slid as low as US\$11.60 per lb of U308 or "yellowcake" (the semi-processed form in which most uranium is sold to consumers), compared with \$17 three years ago. Fortunately for Saskatoon-

based Cameco and other pro-ducers, the spot market accounts for only 10-15 per cent f overall sales. Most business is transacted under long-term contract with major power util-ities, under which rates come down to spot levels only over

The lacklustre near-term outlook seems likely to delay the first stage of the public sector company's proposed priva-tisation. Cameco is held 61.5 per cent by the Saskatchewan government and 38.5 per cent

When details of the merger were first revealed last Febru-ary, a deadline of seven years ary, a deadline of seven years for full privatisation was proposed, with 30 per cent of the new company stated to be in private hands within two years and 50 per cent within form.

Mr. Gatenby reportedly uranium dioxide (UO2) - are unique at the latest by early this muclear power stations.

We are offering the buyer

has prompted the petroleum engineer and former Taxaco. Canada Resources chief executive to revise his prognosis.
"It would look like this has

been deferred until late in the .

Procter buys drink group PROCTER & Gamble, the US household products group, has bought Sundor Group, a Con-

bought Sundor Group, a Con-necticut fruit drink company, reports AP-DJ.

The company said the deal covers seven facilities and Sun-dor's fruit juice and drink brands, including Sunny Delight and Florida Citrus Punch I said the majority of Sundor was owned by affiliates of Elders IXI. a major Austraof Elders IXL, a major Australian beverage company. Sundor made profits of \$24m on sales of \$192m in 1988.

> HMC MORTGAGE NOTES 1 PLC

rtgage Backed Floating Rate Notes

to 30th June, 1989 the Notes bear interest at 13.26363% per am. Interest psyable on 30th 1989 will amount to £3,343.67

Midland
International Financial Services B.V.

DM 300,999,000 Floating Rate Notes Due 1998 Interest Rate: 646% p.a.

March 30, Period: 1989, to June 30, 1989

DM 10,000 DM 164.51

DM 250,000 DM 4,112.85

Payable on: June 30, 1989

Trinkaus & Burkhardt KGaA

present year or next year," he says. The actual timing, Mr Gatenby adds, will be deter-mined by the company's two shareholders. The longer an offering is delayed, the longer it is likely to be before Cameon is able significantly to reduce its C\$650m (US\$546m) debt. Cameco's mines last year produced about 15m lb of

SOFT PRICES FORCE LAY-OFFS AND CUTS

reduce production at its Ontario processing facility and temporarily close a Saskatche-

temporarily close a Sastatche-wan mine in response to con-tinuing soft prices for ura-nium, writes David Owen.

The mine in question is the Rabbit Lake property which, in 1987 produced almost 2,200 tonnes of uranium. The facil-ity will be shut down for about six months, from July 1. Dursix months, from July 1. Dur-ing this time, plans call for an attached mill to be modified and improved.

The spot price for USOS, or yellowcake, languishes at US\$11.80 a lb, compared with a peak of some \$45 in 1980. Excess stocks are thought likely to forestall any signifi-

hitely to forestall any significant improvement for the fore-seeable future.

The company, formed last October, recently reported net profits of C\$52.8m (U\$\$44m) on sales of C\$236.5m for the year ended December 31.

Giant Vallowknife Mines year ended December of Glant Yellowknife Mines said it planned to reduce gold mining operations and trim the workforce at its Timmine gold mining operations in northern Ontario to about 490

from 650 as a result of declining gold prices, Reuter reports.

The lay-offs, which could be reduced if the price of gold increases significantly, will be completed by the end of the summer, the company said.
In 1988 Yellowknife took an extraordinary writedown of the carrying value of its Timining division assets of \$29.6m.

USO8, around 60 per cent of which (having been sold in that form to customers) was passed for further processing to the group's in-house facilities at Blind River and Port

one-stop shopping as far as processing is concerned. Mr Gatenby says. The former Eldorado plants are also used

to custom convert yellowcake

from other mines.

The company says it would like to see as much as possible of its mine output processed in its own downstream facilities, despite an excess of uranium harmfuoride production company. despine an excess the maintain hexafluoride production casecity worldwide that has reduced processing fees. "We can compete because we have some of the newest facilities," Mr

Gatenby says.
The richest of the three producing uranium mines to Key Lake, in which Cameco has a two-thirds interest. The avertwo-thirds interest. The average millhead grade at Key Lake is more than 2 per cent, making it the richest producing uranium mine in the world. It will lose this status, however, if and when the extraordinary Cigar Lake deposit – held 48.75 per cent by Cameco - is brought on

Cigar Lake, also in northern Saskatchewan, has reserves of 385m lb of U308 grading an astonishing 14 per cent. In isolated pockets, the orebody grades fully 60 per cent. Cameco is drilling a test

mine on the site, intending to experiment with alternative mining methods in an attempt to ensure the ore can be mined safely. The most likely method, seriey. The most their method, according to Mr Roy Lloyd, vice chairman, will be to cut above and below the orebody, position containers underneath and drill down into them. "You are not likely to have workers at the face of the orebody," he

Tests are expected to be com-pleted by early 1991, at which point Cameco will decide "when or whether" to mine.
The timing, says Mr Lloyd, will
be "market-driven." The company is optimistic the excessive worldwide inventories
that are constally blamed for that are generally blamed for today's low prices will, by that time, have been reduced to more acceptable levels.

more acceptable levels.

The exploitation of Cigar
Lake will probably lead to further environmental scrutiny,
but this does not appear to dismay Mr Gatenby unduly.

"Environmentally in Canada,
miclear doesn't look that bad." he says, with reference to the strong demestic realstance to new coal-fired power plants:

"Our industry has a big selling job to do," he adds. "We

apologise too damn much."

If the 32-year Texaco veteran
has his way, Cameco's growth
will come less from increasing
its substantial uranium market
share, than from maintaining its position in an expanding market. Further diversification

"We should have the oppor-tunity to look at different min-erals at the exploration stage," Mr Gatenby says. And if someone walked in with a good deal in oil and gas, we might



Bank of Montreal

£100,000,000

Floating Rate Deposit Notes due 1994

Notice is hereby given that the Rate of Interest for the three month period 30th March, 1989 to 30th June, 1989 has been fixed at 13% per cent. The amount psyable on 30th June, 1989 will be £166.20 per £5,000 Deposit Note and £1,661.99 per £50,000 Deposit Note.

Morgan Guaranty Trust Company of New York

OTTOMAN BANK

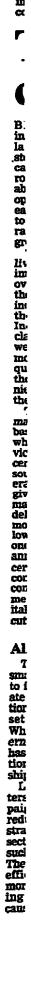
NOTICE IS HEREBY GIVEN that, in accordance with Article 29 of the Statutes, the ANNUAL GENERAL MEETING of Shareholders will be held on WEDNESDAY, the 3rd MAY 1989, in the BEAUFORT ROOM, THE SAVOY HOTEL, STRAND, LONDON WC2R OEW at 11.30 am to receive a Report from the Committee with the Accounts for the year ended 31st December 1988; to propose a Dividend; to elect definitively a Member of the Committee in accordance with Article 16 of the Statutes; to re-elect Members of the Committee; and to fix the remuneration of Members of Committee in accordance with Article 18 of the Statutes

By Article 27 of the Statutes the General Meeting is composed of holders, whether in person or by proxy or both together, of at least thirty shares, who, to be entitled to take part in the Meeting, must deposit their shares and, as may be necessary, their proxies at the Head Office of the Company in Islanbul or at any of the branches, or in-London at King William House, 2A Eastcheap, London EC3M 1AA or in Paris at 7 rue Meyerbeer, 75009, at least ten days before the date fixed for the Meeting.

The Report of the Committee and the Accounts which will be presented to the General Meeting are available to the Shareholders at the Head Office in Istanbul and at the offices in London and Paris.

> T R STEPHENS Secretary to the Committee

31st March 1989



COMPAGNIE BANCAIRE CAPITAL INCREASE:

NEW SHARE AT FF 420 FOR SHARES

For Compagnie Bancaire, 1988 was a year of sustained growth in France and rapid expansion in Europe.

Although exceptional expenses entailed by the early repayment of mortgage loans seriously affected UCB's results, the Group succeeded in maintaining and even increasing profitability.

First implemented three years ago, the Group's strategy of establishing itself in every major European country by exploiting the skills of its subsidiaries has borne fruit. In 1988 six firms were set up by Group companies in West Germany, Belgium, Spain and Italy. Overall, Compagnie Bancaire's European subsidiaries already distribute 10% of new loans, and their income accounts for 3% of Group results.

Because Compagnie Bancaire intends to accelerate its growth in France and in Europe, and is determined to maintain a credit rating that keeps it in the front rank on world financial markets, it has decided to implement two capital operations of direct concern to its shareholders.

A rights issue

The capital has been increased from FF 1,409 to 1,691 (£ 154.4) million through the issue of new shares of FF 420 (£ 38.4) each. A preferential subscription right entitles existing shareholders to subscribe to one new share for five already held. This right is negotiable on the Paris Stock Exchange, and may be exercised between 27 February and 20 March 1989. The issue of shares for

cash will entitle Compagnie Bancaire to deduct a portion of the dividends paid on new shares from its taxable income over a period of eight years. Because of the premium it carries, the issue will also strengthen the capital reserves at no tax cost; it will thus make it easier for Compagnie Bancaire to pursue its traditional policy of increasing shareholders' income through the allotment of bonus shares.

A scrip issue

The management Board of Compagnie Bancaire has also decided to carry out a second issue of shares which were paid up through the capitalisation of reserves and will be allocated to shareholders as bonus shares. This operation marks yet another application (the 12th in 24 years) of the company's policy of steadily increasing its dividend. The new shares were created with rights as of 1 January 1989. They will be distributed to old and new shareholders, on the basis of one bonus share for five already held, following the completion, due on 24 April, of operations entailed by the issue of shares for cash.

These operations reflect Compagnie Bancaire's determination to keep growing, so that by 1992 it will be the leading group in Europe specialising in financial services, and to enable shareholders to enjoy the benefits their loyalty deserves as they accompany italong that road.

André LEVY-LANG

André LEVY-LANG Chairman of the Management Board

1988 KEY FIGURES

Consolidated net income	FF million	£ million (*)	New business	FF billion	£ billion (*)
Group total	1,579	144.2	New loans	68	6.2
after deducting outside shareholders' interest	1,049	95.8	Savings received _	9	0.8
of which net operating income (i.e. FF 60 (£ 5.5) per share: +20%)	847	77. 4	(*): Amounts in £ are presented at 1988 close	ented solely for o sing rate (£1 = F)	convenience as of F 10.95).

. COMPAGNIE BANCAIRE

The notice appeared in the BALO dated February 20, 1989. The information notice (COB visa no 89-54 dated February 14, 1989) will be sent free of charge upon request addressed to 5 avenue Kieber, 75116 Paris. Tel.: (33-1) 40.67.32.11.

1.2

(Incorporated under the laws of Japan)

U.S.\$300,000,000

41/8 per cent. Bonds due 1993

Warrants

to subscribe for shares of common stock of Teijin Limited **ISSUE PRICE 100 PER CENT.**

Daiwa Europe Limited

Nomura International Limited

Sanwa International Limited

Citicorp Investment Bank Limited The Nikko Securities Co., (Europe) Ltd.

Fuji International Finance Limited Yamaichi International (Europe) Limited

Baring Brothers & Co., Limited Chase Investment Bank Daiwa Bank (Capital Management) Limited **DKB International Limited** IB] International Limited Merrill Lynch International & Co. Morgan Stanley International New Japan Securities Europe Limited Salomon Brothers International Limited J. Henry Schroder Wagg & Co. Limited Swiss Bank Corporation Investment Banking **Towa International Limited**

BNP Capital Markets Limited Credit Suisse First Boston Limited Deutsche Bank Capital Markets Limited Robert Fleming & Co. Limited LTCB International Limited Morgan Grenfell Securities Limited **NatWest Capital Markets Limited** Nippon Kangyo Kakumaru (Europe) Limited Sanyo International Limited Shearson Lehman Hutton International Tokai International Limited **Toyo Trust International Limited**

S. G. Warburg Securities

NEW ISSUE

This announcement appears as a matter of record only.



SETTSU CORPORATION

U.S.\$200,000,000

5 per cent. Guaranteed Bonds 1994

Warrants

to subscribe for shares of common stock of Settsu Corporation

The Bonds will be unconditionally and irrevocably guaranteed by

THE SUMITOMO BANK, LIMITED

ISSUE PRICE 100 PER CENT.

Daiwa Europe Limited

Credit Suisse First Boston Limited

Amsterdam-Rotterdam Bank N.V. **Banque Paribas Capital Markets Limited**

Chase Investment Bank

Generale Bank

IBJ International Limited

Kleinwort Benson Limited

Morgan Grenfell Securities Limited

Morgan Stanley International

Nomura International Limited

J. Henry Schroder Wagg & Co. Limited

Sumitomo Trust International Limited

Universal (U.K.) Limited

Bank of Tokyo Capital Markets Group

Baring Brothers & Co., Limited

Dresdner Bank Goldman Sachs International Limited Kidder, Peabody International Limited Merrill Lynch International & Co. J. P. Morgan Securities Asia Ltd. The Nikko Securities Co., (Europe) Ltd. Salomon Brothers International Limited Sumitomo Finance International

Tokai International Limited

S. G. Warburg Securities

Yamaichi International (Europe) Limited

INTERNATIONAL CAPITAL MARKETS

Treasuries dip as dollar shows signs of faltering

By Janet Bush in New York and Katharine Campbell in London

US Treasury bonds continued to track the dollar yesterday, slipping marginally after a string of price gains this week as the US currency came off its

highs.
In late morning trading, prices were quoted about & point lower at the short end of

GOVERNMENT BONDS

the yield curve while long-dated maturities stood as much as % point higher.
The yield on the Treasury's

nchmark long bond rose to

benchmark long bond rose to 9.15 per cent.

The dollar was quoted at Y132.55 and at DM1.8910, compared with Y133.28 and DM1.8847 earlier. Foreign exchange dealers attributed this modest weakness to profit-taking after the US currency's considerable strength this week as well as a remark by a week as well as a remark by a senior Bank of Japan official who expressed concern about the dollar's level.

Movements in the bond mar-ket were undramatic. The market has had a good run this week with strong demand at both the two-year and fouryear auctions encouraging

12.000

GERMANY

NETHERLANDS

facilities, the government bond market has dipped some 20 prices to rally across the yield basis points in what dealers described as a modest correc-However, bonds still have to

wrestle with longer-run con-cerns about inflation and intertion rather than active est rates. Although this week's data have tended to suggest more weakness than strength in the economy, there is still a risk that upward pressure on prices could continue for some

The next significant hurdle for the market will be the

Yesterday saw the release of factory goods orders for February which fell by 2.3 per cent, a larger decline than the 1.5 per cent most analysts had forecast. These figures had little impact

impact.
Both bond and stock markets appear to have benefited this week from the start of the new Japanese fiscal year as some new investment has come into US capital markets. Next week, the meeting in Washington of the Interna-tional Monetary Fund and the Group of Seven will keep mar-kets on the defensive.

SINCE THE Danish central bank announced on Wednes-day it was reducing financial institutions' official borrowing

-3/32 10.83 -6/32 10.15 -16/32 9.20

98.1250 +0.375 10.56 10.64 10.54

BENCHMARK GOVERNMENT BONDS

11/98 98,0000 +0.050 6.95

| Temper | Blad | Office day | 200 | 97 | 98 | 100 | 98 | 98 | 100 | 98 | 98 | 100 | 98 | 98 | 100 | 98 | 98 | 100 | 98 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 98 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100

| 150 | 1561a | 120 | 1562 | 150 | 1563 | 158 | 150 | 152 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 |

World SK. 64 97.

6.7500 10/98 97,3250 +0.200 7.14 7.09 7.25

7/99 91.4155 +0.155 13.55 13.63 13.62

In an attempt to cool domes tic borrowing, the central bank has lowered institutions' borrowing ceiling to 5 per cent from 10 per cent of their capi-

This credit tightening was aimed at defending the krone in response to higher inter-bank rates abroad. release of unemployment and jobs data on April 7.

Smaller banks might have to sell government stock to pro-duce liquidity to reduce their

> THE APRIL bond to be auctioned by the Japanese Minis-try of Finance next Tuesday may become the benchmark

issue replacing the No. 111 bond, dealers say. The current benchmark bears a 4.6 per cent coupon but is yielding 5.13 per cent, which makes it unrepresentative of

the market. Next month's bond is expected to be issued with a 4.8 per cent coupon, making it fungi-ble with the No. 119 stock that came in March. Dealers anticipate at least Y800bn of new

paper.
Trading was quiet yesterday, ahead of the forthcoming Group of Seven meeting and in the continuing absence of any significant clues from the Bank of Japan as to whether it intends to raise interest rates.

UK GILTS were drifting up to % point down at the long end towards the end of the after-

Price weakness was apparently not the result of any dra-matic selling – rather, in the aftermath of Wednesday's poor trade figures, continued ster-ling weakness was chipping away at sentiment in a thin market.

Week age

10,69 10,04 9,10

6.94

Mionib ago

	FT	in	TERN/	\TIQ	NA	L BOND SE	RVICE					
isted are the latest inte	mation	al bon	ds for which	there	is an	adequate secondary m	arket.					
						•		Clasin	g prix	es on	Mai	rch :
S DOLLAR			Change						1	برويد		
TRAIGHTS	lenged.	214	Offer day	mest Ye	.	YEN STRAIGHTS	<u> Isanja</u>	24	Offer	40	reek	Yield
bbey National 7½ 92		192	925-04	-04 IQ	,74	Carada 6 4 91	80	1014	1024	+0.7	101	4.9
.F.C.E. 7 92	. 150			-04 IQ		Canada 5 1 93	80			404		5.0
.F.C.E. 94 95	. 150	955	96 +04	10岁 10.	14	Eurofina 5 1995	, 20			+0.		·5.1
rit. Tel. Fin. 94 98	. 250	95%	964 +05	404 IO,	,02	E.I.B. 4% 93	30			+0.4		5.1
anada 9 96	1000	96	9612 +014	+04 <u>2</u> 9	.76	Ireland 54 93	30	- 99%	1004	104	104	-5.L
madian Pac 10% 93,,	, 100		10012 0		.72	Morway 5 % 95	50			104		
C.C.E 94, 95	300		96 ዓ + በ ኣ		.14	Swoten 45 93 World Bank 51 98	50	98	984	+04	Ю4.	5.14
N.C.A 93 93			97 ½ +03;		.13	World Bank 51, 98	10	775	100	10.	MA.	2-11
edit, Lycanais 9 91				·· Ø 10.		World Bank 7 94	20,	mr_{4}	TORP	107	ma.	.s.v
redit National 84, 93,	, 200	193	93½ +04	Ю4 10.	.36	Average price cha	mge On da	ù 1 04	ON THE	EK +01	6 , . ,	
edit National 73 92	. 100		922 +05						٠	• •	_	•
redit National 91- 92		98	9812 +014	HO14 10,	,65		_ :	•:		ه دوجی		<u>.</u>
al-ichi Kan 9% 92	150	974	97% 0	Ŏ 10.		OTHER STRAIGHTS	Issuel			day w		
somark 7 % 92	. 500	915	924 +04	10 4 10.		Abbey Nat. BS. 10 4 93 S			9712		04 3	
E.C. 791		924	925 Ū	Ō 1Q.		Abbey Nat. 11% 95 £				-04 ·	0 t <u>i</u> 3	11.73
E.C. 74 93	. 250	904	904 +04	HO 14 10.		Alg. Bk. Ned. 5 3 92 Ft		.957	95%		_0	
E.C. 890,		1965	974 0	Q 10.		Alg. Bk. Ned. 5% 93 Fl		%₽		104 1		
I,B. 7% 93		904	90% 40%	104 10.		Austria 7 2 94 ECU		_ 96	96%		04-	
I.B. 9% 97	. 150	195%	964 +04	Ю 🗓 10.		Bk. Nora Scot. 143 90 A\$		95%	964	Ō		7.27
ec. De France 9 98	200		944 104		04	Barciays Ass. 13 2 91 AS		954	964		<u>05 1</u>	
nland 7% 97	200	88	8812 +014	104 10.		BP Capital 94, 93 £		94		-04-		
m.Exp.Cd. 812 92	200	947	95% +0%	10 4 10.		British Airways 10 98 E		92 b		-04 -		
ROL EXP. Cd. 9% 95		95%	964 +04 -	104 10.	22 ·	Bulermann-Tel. 64 93 FL.		96%	974	∵.0		
and Motor Credit 8 91	250	195%	95% 0	0 10.		Comm. Bk. Aust. 124 93AS		192	72.2	–03 ₄ +	U2 1	14.15
m, Elec, Cap. Corp. 9 93		954		0 10.		Coop.Ctr.Rabo.6 4, 93 FL			984		03	
n Elec Credit 10 4 00	200	99%	99% 0	-04 10.		Coop.Ctr.Rabo.6 92 Fl		97%	974	. 0 +		
m Mtrs Caro 94 92	200		96% +04		44	Dixtoss 11 95 £	9 0	1974	975	0-	0½ J	13.61

Ō 10.57	Alg. Bk, Ned. 54, 93 Fl	200	962				-6.71
10.28	Austria 71/2 94 ECU	100	96	96%			∙ 8.48
10.06	Bk. Nova Scot. 143 90 AS	75	95%	964	0		17.27
10.04	Barciays Aus. 13 /2 91 AS	100		%4	0.		15.46
10,11	BP Capital 94, 93 E	100	94	944	-04-		11.65
10.49	British Akways 10 98 £	100	9212				11.53
10.22	Bohrmann-Tel. 6% 93 FL	100	964	974			7.23
0 10.56	Comm. Bk. Aust. 124 93AS	100	192	92 2	-0% -	H03 ₂ :	14.15
O 10.27	Coop. Ctr.Rabo.6 4 93 FL	100	984	98%	Ò.	107	6.70
10.30	Coor.Ctr.Rabo.6 92 Fl	200	97%	974	. 0 -	HUN	6.82
10.44	Dixtoss 11 95 £	90	1974	97%			11.61
10.46	Deut. Bk. Aus. 134 93 AS	125	1964	96 L	+04	+Ì	14.39
Ò 10.26	Eastman Kodak 13 90 AS	100	195%	95%	Ō.	1012	16.54
10.11	E.I.B. 796 LFr	100	1974				7.42
10.09	Elec_France 10 4 95 C\$	125	1955	96	+0% -	わっき	11.22
10.05	Euration 73 97 ECU	145	91%	924	. Ō	ō	8.82
0 10.70	Fed. Bas. Dv. Bk. 94. 92 CS	75	1944	954			11.69
0 10,43	Eed. Bus. Dev. Bk. 10 1/2 93	50	96	96 %			11.67
10.05	Ford Cr.Can.10 & 93 CS	100	196%	97%	+0"-	01/2	11.69
9.98	Ford Cred.Can.10% 96CS	125	974	9712			11.46
10.19	Ford Mtr. Cred. 712 91ECU	100	964	974	0.4	ΝŸ	8.79
10.89	G.M.A.C. 91, 93 ES	150	1945	94%	+03= +	Юij.	11.45
10.15	Honda Intl. 7 % 93 Equ.,	100	95%	96¥	+0¼ +	ЮĒ	8.94
10.18	Hydro-Quebec 11 99 CS	400	975	97 £	103	ЮЪ.	11 40
0 10.37	Licycls Bank 10 \ 98 £	150	93%	941	-04 -	05	11.37
0 10.42	Lloyds Bank 11 1/2 98 f	100	.484	7812	-0% -	-0%	11.66
10.38	Montreal Tst. 10 4, 93 CS	100	1954	964	40% 1	10 ½	11.96
10.36	Morgan Guar.Tst_ II. 91 CS	150 ₋	984	98%	+0% :	O 🗓 .	12,00
0 10,37	Nat. Aus. Bl. 144 94AS	100	1983				
10.04	Ned Midd Bank 6 92 FL	150	96%				7.19
10.19	New Zealand 912 93 £	1,00		93 2	٥.	Ui.	11.66
10.45	New Zealand 7 4 93 ECU	200	97 Y	97 %	+01-	04	8.56
10.47	Philips Gleoil. 6 93 Fl.	300	963	964	Ō		6,91
10.21	Privatbanken 712 94 LFr	500	1984				7.81
10.03	Royal Sk.Scot 105 98 £	125	96%				
9.98	Saskatchewan 9% 91 CS	150	195%		+0% 1	1012	11.96
9,92	Saskatchewan 104 93 CS	200	95		+0¾ +		
3 10.53	State Bk.NSW. 137, 93A\$	100	195%	96			L5.14
	Sweden 15 94 A\$	1001	101.2	1024	0+		14.44
	Union Bk. Switz 712 93	350	1961 ₂ 971 ₈	9712	0		8.28
	World Bank 54, 92 FL.,	700	975	97%	_ a ⊦		6.64
Yield	World Bank 133 92 AS	100	198	98-2	+01-	05	L3.99
6.45 6.54	Zentrspk. 13 4 93 AS	75	1964	96 E	04	07	14.33
6.54			-			-	
2 6.64	FLOATING RATE						

World Bank 54, 92 FL.,	100		973	Q +04	6.0
World Bank 133 92 AS	100		981/2 +0		
Zentrspk. 13 4 93 AS	. 75	1964	20 A	0 +0%	14.
FLOATING RATE		-			
MITES	Strend	254		C.elle	
Alliance & Lek. Bld 94 £				7 18/04	
Beiglum 91 US	~~~			7 19/08	
Britannia 5 93 £	04			9 10/04	
Crase Manhettan Crp.91 US	ŎŽ			20/08	
Citicorp 96 US	ំដ		772	3 29/05	.7
Credit Foncier 98 US	.063			27/03 1 <i>20/04</i>	10.
EEC 3 92 DM		100.9		5 20/04 5 20/08	6.4
Hallfar BS 94 £	ī			1 6/05	. 9.
Inyt_ in industry 94 6	9.4			3 24/05	43.1
Leeds Perm. B/S. 94 f	őű			9 13/04	٠,
Midland Bank Ol. E				7/05	4
Milk Mkt. Brd. 5 93 5	02			7 30/12	,5,
New Zealand 5 97 E.	.67			14/11	***
State 8k. New. 98 US.,,			100,3	717/10	-6.
Woohrich Equit. BS. 93 5		-000 00	100,0	12774	
Woolwich 5 95 £		99.8	99.90	19/04	767
Average price change		+0.01		-0 no	
town the same of t					
· · · · · · · · · · · · · · · ·	_				

CUMPERTIBLE		Car			ـوط:	
DONDS			Sid	Offer	day	Press
Alcox 64 02 U\$	8/87	62	1095	2104	0	15.95
Amer. Brands 7 1, 02 US	9/87	56.7	1161	1171	-01	3.26
Ashikaga Bank 2 lg 02 U\$	4/87	967.	137 %	1384	404	4.84
Asics 5 92 DM	12/83	472.7	2371	2387	ě	
CBS. Isc. 502 U\$	14/87	200.	94		+04	
Comm. Credit 512 02 US	4/87	66.75			-01	
Exp. Cales Cay 6/2 (IS E	9168	4.8			101	
Febts:: 399 US	5/84				7	
Lead Secs. 64, 02 5	6/87	6.72			7	12.34
MCA let 51/2 02 US	987	69 62		72%	-01	
Minoltz Conera 21, 940 M	286		10512	107	-04	
墨物质量及14位以	9/87	3257.	1214	1234	~7	
Mitted Triest 21 91 05	10006	1983	137	138		
Next Pic5+ 036	11/87	43		95	+115	.599
Michi Nigo St. 27 (El CS	488	804.	ΪĴ	IIB		
Course Tates 2's 02 US		1310.	2094		-1	5.55
Party Share 41 PD C	487				-84	-2.31
Resis Horis 41, 03 E	1,7122	35				1.08
Redad 7 4 02 E	1457	54	100	100/2	-01	681
51240165001.6% 03 E	110,009	4.41	94	95	+8%	46.74
Sanctions Basis 3 's 04 (IS	2/89	42%.	897	901	+04	9.24
Teasted, 24, 02 (\$	9,67	82.87	725	731	107	51.17
MIN Francis Miller	2007	JO 13			1.	=====

THE Paris traded options market, the Monep, plans an overhaul of its operating prac-tices, with an extension of the

number of different options The market will modernise its trading techniques by expanding the use of its Public Order Book, a joint mechanism for executing small retail orders, and will institute

Monep to

overhaul

operation

By George Grahem

trading

charges to cover its costs. charges to cover its costs.

Brokers using the options market will have to pay a fixed annual fee of FFr200,000 (831,850), while market makers will pay a reduced fee of FFr100,000 to take account of their contribution to the market constitution to the market constitution to the market constitution to the market constitution to the discount of the market constitution to the market constitution to

their contribution to the mar-ket's functioning. An addi-tional fee of FFr2.50 per lot traded will be levied.

The Money hopes soon to add either BSN, the foods group, or Eurotunuel to the list of 11 traded options on shares, and the option on the CAC40 stock index.

Beyond that, the Money is physically restricted by the nits available on the Paris

pits available on the Paris stock exchange until other activities move off the market floor. Trading in foreign equi-ties is due to move upstairs in April, while in September the CAC40 option is expected to join the CAC40 future on the trading floor of the Matif

At the same time, the shares underlying the 11 existing traded options, now traded by open outcry on the exchange floor, are to be transferred to the screen-based CAC system already used for the bulk of the French market.

the French market.

By the end of 1989, therefore, the Monep hopes to have enough room for 20 share options, one stock index option and one option on OAT French Treasary bonds.

Studies by the stock exchange of trading volume and liquidity have established a list of prime candidates for new options. The list begins with BSN, LVMH and Suez, followed by Générale des Eaux, Air Liquide, Carrefour, Eurotumel and L'Oréal. Other criteria, such as the sector of activity, are also to be studied.

BSN or Eurotumel would be BSN or Eurotunnel would be the first option whose underly-ing stock is traded on the elec-

fronte CAC dealing system.

Since its launch at the end
of 1987, the Money has
increased volume steadly, from the third quarter of last

Volume in the first quarter of 1989 averaged 317,000 contracts a month, and the CAC40 stock index option, launched towards the end of 1988, has now reached an average trad-ing volume of nearly 3,000 racts a day.

 $\mathbb{T}_{\mathcal{T}_{\mathbf{S}_{\mathbf{S}}}}$

Swiss Bank to enter bond grey market

SWISS BANK Corporation plans to enter the grey market for Swiss franc bonds and notes. It is the last of the big Swiss banks to quote prices publicly for securities directly

after issue, Reuter reports.

SBC said trading would begin on Monday through the bank's Zug office. Two traders would be employed initially but plans for staff expansion were well in hand. Local market makers speculated that SBC's move would intensify the squeeze on the

substantial commissions car-rently earned by banks from the official market. They questioned how the big banks could maintain present commission levels — the rea-

son the grey market started in the first place – now that every leading Swiss bank had given the market their seal of approval.

Grey market trading takes place in issues directly after they are announced but before they are formally offered.

One official at a foreign hank in Canava said, appro-

bank in Geneva said: "SEC was the lest hig player really missing from the whole game. This shows the grey market is here to stay, and it adds liquidity."

Fuji Bank opens in Amsterdam FUJI BANK of Japan is to

open a representative office in Amsterdam on Monday as part of a move to provide its local clients with an improved level of financial and information services APDI representation

of financial and information services, AP-DJ reports.

The bank pointed to the Dutch market's potential as a rapidly developing financial centre and its flexible regulatory approach as reasons for the move.

Fuji Bank already has branches in London, Dissel-dorf, Paris, Brussels and Milan. In addition to the new Amsterdam operation, it has representative offices in Mad-rid, Frankfurt, Munich and

INTERNATIONAL CAPITAL MARKETS

and Paribas

postpone

By Michael Marray

in Hong Kong

World.

bond issue

NEW WORLD Development

the Hong Kong property group, and Paribas Asia, the merchant bankers, are to post-pone a HK\$1bn (US\$128.5m)

convertible bond issue amounced last week, on the grounds that Paribas wishes to distance itself from the

HK\$3bn hostile takeover bid

for Wing On launched the same day by New

Local brokers said the terms

total property said the terms of the Hong Kong dollar bond issue, in two HK\$500m tranches with interest to be fixed between 5.5 and 6 per cent for one tranche and 7 to 7.25 per cent for the other, had had been cent for the other, had

had an unfavourable investor

reponse.

But Mr Philippe Aubert, head of Paribas in Hong Kong, said the issue had been

delayed because of a misunder-

telepent because of a misunger-standing, through which Pari-bas had not been informed of the attempt by New World to wrest control of Wing

"In Hong Kong it is our pol-icy not to finance hostile bids," Mr Aubert said, on the grounds that they could com-plicate client relationships for

cial and merchant banking

Choosy investors snap-up Ecu-denominated issues

By Andrew Freeman

TWO ECU-denominated deals had fine receptions in surprisingly heavy Eurobond new issue activity yesterday. The tone of the market remained cautious, however, with syndicate managers agreeing that investors remain extremely

choosy. Crédit Lyonnais was the lead manager of both Ecu deals. An Eculoum 10-year issue for Banque Française du Commerce Extérieur came with a 9 per cent coupon and was priced at 101%. The deal was parte to sold out and the party was sold out and the paper was quoted at less 1% bid, well inside underwriting fees of 2

per cent.

The syndicate for the deal was small, consisting of just three other houses with co-lead manager status. Credit Lyonnais said it had firm institutional demand for long-dated tional demand for long-dated has been facilitated by a swap into floating-rate Ecu which matched the requirements of

another client. An Ecusom three-year deal for Credit Local also saw heavy demand. The 9% per cent bonds were priced at 102% to give a current yield of 9.15 per cent and a yield to maturity of 8.52 per cent. The paper is fungible with an Ecu100m issue which was launched on February 28. The old bonds were trading yesterday at 101 %

Again, Crédit Lyonnais kept the syndicate small, with seven

Borrower US DOLLARS

Japan Air Linest ASLK-CGER IFICO∳ Fujite Tourist E'prise

CANADIAN DOLLARS

AUSTRALIAM DOLLARS
New South Treas.Corp.(0)
Deutsche Bank Floance
Bellsouth Cepital Funding

issue increased: Amro Bank Australia(a)•

Cusensland Trassury★★♦ Kanebo Ltd.★★♦ Telfin Selki Co.★★♥

National Bk of Canada(c)+

SVISS FRANCS

2.7

The Bridge

71 HYB 17

201 8

.. .2: 1

277 125

1.00

. , < .6

1.00

. . .

To Take

co-lead managers and no co-managers. The bonds were quoted at less 1½ bid, inside fees of 1½ per cenf. The pro-ceeds were swapped into float-ing rate for ing-rate Ecu.

An equity warrant issue for

INTERNATIONAL BONDS

Japan Air Lines brought by Nomura attracted a huge syn-dicate of over 60 banks. The \$1bn deal came with an indicated coupon of 4% per cent and was quoted by the lead manager at 103% bid, a handsome premium to the par issue

A \$150m two-year zero-cou-pon deal for ASLK-CGER was placed by Mitsubishi Trust with a single Far Eastern investor as part of a swap-re-lated transaction.

Bain Securities was the lead

manager of an A\$150m fouryear issue for New South Wales Treasury Corporation. The bonds had a 12% per cent coupon and were priced to yield around % per cent less than the domestic issue into which the paper is exchange-able. Demand was mainly insti-tutional and the lead manager was quoting the bonds at less 1% bid, a discount equivalent to full fees.

In Switzerland, Crédit Suisse was the lead manager of a SFr100m seven-year private

NEW INTERNATIONAL BOND ISSUES

101.55

1013

11%

16¹2

1994

1991

100

75

3,75bn

##Private placement. 4With equity warrants. •Final terms. a) Issue Inc. Ecu40m. Sorrower can redeem in Ecu or US\$. c) Issue Increased from Y\$ Exchangeable into domestic band on same terms.

placement for Queensland Treasury Corporation. The bonds were priced at 101% and came with a 5% per cent cou-

The deal suffered from the general over-supply of paper and a perception that it was tightly priced. The bonds were quoted away from the lead

manager in the grey market at around less 2 bid.

Wednesday's new issue for Finland was resilient, trading unchanged at around less 1% bid. By contrast, the Air Candon and the Mitters Medical Medical Candon and the Mitters Medical ada and the National Nederland issues were both trading around less 2 bid, down by about % point.

• Kredietbank, Belgium's

third largest bank by asset size, is to proceed with an international equity offering of about 1m new bearer shares of no par value.

The issue is being lead-managed by Morgan Stanley and will follow a series of road

shows to institutional investors in Amsterdam, Frankfurt, Geneva, Zurich, London, Edinburgh and Paris A statement by the bank yes-terday said the offering was intended to help the bank strengthen its capital base and increase its international pres-

Kredietbank has a market capitalisation of BFr56bn (\$1.4bn) and is among the most profitable Belgian banks, with

a net return on equity of 12 per

Nomura Int. Misubishi Trust Int. Nikko Seca. (Europe)

Sain Securities Deutsche Sk Cap.Markets Morgan Stanley Int.

Credit Suisse SBC Citicorp Inv. Bk (Switz)

14/14 ScotlaMcLood

114/14 Amro Bank

knit local business community. He noted that New World had announced that new world had announced that the proceeds from the bond issue were to be used for general working capital requirements, but had become associated with the Wing On offer. The HK\$17 a share offer for Wing

On is now seen as dead.

the group's various com

Mr Aubert said that New World had mandated Paribas, which had fully underwritten the original bond issue, to pro-ceed with a new issue before

Its terms would reflect mar-

ket conditions at the time, he New World Development yesterday reported after-tax profits of HK\$685m for the six

months ended last December. while its New World Hotels subsidiary announced profits of HK\$204m for the same

New World | Investment bankers under siege

Stephen Fidler on the big squeeze facing some City stalwarts

he accompanying chart happens to show the experience of County NatWest, but its shape reflects the sorry experience of many of London's investment banks in recent times: a huge and growing commitment of capital on which there has been sharply declining and often negative returns.

The rush into the City at the time of Big Bang brought about an unprecedented expansion in investment banking

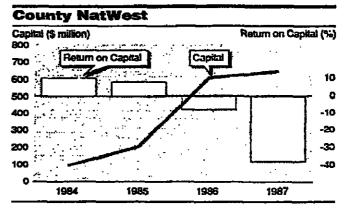
capacity.

The toll has been well-publicised withdrawals from the securities markets - such as that of Morgan Grenfell - and embarrassing admissions that big strategic errors have been

It is a process that is far from running its course. But as they attempt to redi-rect their resources, investment banks are left with the problem of where to redirect in market where the prospects for product innovation appear limited.

A survey of investment banking into the 1990s by the management consulting arm of Price Waterhouse - such surveys seem to provide one of the few remaining growth busi-nesses in the City - confirms that many investment banks have, whether they publicly admit it or not, buried their giobal ambitions.

The survey, of 41 investment banks in London, shows investment banks have shifted their emphasis from attempting to dominate through sheer size to "a selective investment in a



narrower range of products and locations. The emphasis, obviously perhaps, is on using scarce resources - both capital and people - more efficiently,

reducing costs and improving profitability.

As the business enters a period of consolidation, invest-

ment banks are:
• Rationalising their product ranges. No one product emerged in the survey as an obvious focus for investment. • Focusing on the services they can provide best. Thus the requirements for primary market and secondary market activities in the securities markets differ from each other and from the ideal requirement for

a fee-based investment bank. Size and a global reach may be an advantage in primary market securities business, but it is less clear, for example, whether this is the case for a

firm which relies on fee

• Redefining strategies. In doing this, many banks are burying their global ambitions and more are focusing on intermarkets, or on domestic mar-

The tendency to move into areas regarded as closed, such as Japan, will decline. How-ever, well-capitalised Japaneso firms might prove an exception in maintaining global ambi-tions, as do some US firms. Overheads will be cut.
Attempts will be made to con-

tain property, personnel and technology costs, while more rigorous assessment is likely of information technology.

• Management style will change. Retaining good staff and being more flexible in

what have been notoriously poorly managed businesses will become a priority.

But staff numbers will fall, remuneration will be more

closely linked to performance and loyalty – the annual bonus may be replaced by long-term share option schemes, for example – attempts will be made to shorten lines of communication, and business plans and budgets will be reviewed more

frequently.
Turnover is expected to increase in all global and UK products except for the pri-mary market in UK equities, sterling commercial paper and the markets in UK government bonds and floating rate notes. Profitability is expected to rise in international equities both primary and secondary markets – and, surprisingly perhaps, in the secondary mar-ket in UK domestic equities.

international equities are expected to benefit from the single European market, although optimism about this may be short-lived as growing numbers of banks compete for market share.

A positive outlook is also forecast for profitability in interest rate futures and currency options, as key products in the management of interest rates and currency volatility. However, profits are likely to be generated more by their use in financial engineering than in speculation.

Many UK-based firms worry that regulation in London may chase business away to other European centres. This trend may be further encouraged as 1992 approaches and Continental European markets grow increasingly unregulated and competitive.

Riggs National Bank buys stake in Valmet

By William Dullforce in Geneva

RIGGS National Bank of the US has taken a 51 per cent holding in Valmet, a Genevabased finance company with offices in Lugano and Gibral-tar. The price was not dis-closed but Valmet's capital has been raised from SFr150,000 to SFr2m (\$1.22m) and its name has been changed to Riggs Val-

Valmet, which is owned by its partners and management, specialised in portfolio man-agement, fiduciary activities and corporate consultancy. The Riggs National Bank provides financial services to individuals, corporations, gov-ernment agencies and diplomatic missions in Washington DC, where its headquarters is. Its holding company, Riggs National Corporation, has more than \$7bn in assets and is responsible for fiduciary assets of more than \$21bn.

Mr Christian Michel and Mr Michel Saba, Valmet's two main shareholders, retain minority stakes and will serve as chairman and vice chairman of Riggs Valmet's executive

Taiwan to raise T\$8bn in China Steel share sale

THE TAIWAN Government is to sell about 150m shares in China Steel Corporation early pext month in a move aimed at stepping up its privatisation

drive, Reuter reports.

According to local analysts the flotation, which will represent Taiwan's largest-ever share offering, will raise close

to T\$8bn (US\$293m). The shares will be priced at T\$52.81 each, or 85 per cent of the market price. Shearson-Global Financial Services, a joint venture of Shearson Lehman Hutton Group and Taiwan's Global Investment Holdings, is consultant to the offering. Mr Liang Chang, Shearson-

Global president, said the offer would provide more products to local investors and help the Government soak up some excess liquidity. "As this is for long-term investment, we believe it will have little impact on the local stock mar-

China Steel is one of Taiwan's largest listed groups. The public holds 1.7 per cent of its shares, state-owned Taiwan Power 2.5 per cent and the

call.

Rolls-Royce attracted 1,794
contracts, consisting of 961 calls
and 833 puts. British Aerospace
found attention on the underlying

market on the back of a conflict of

LONDON MARKET STATISTICS

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the institute of Actuaries and the Faculty of Actuaries

_		-									_
	EQUITY GROUPS] :	Thurs	lay Ma	irch 30	1989		Wed Mar 29	Tee Mar 28	The Mar 23	Year ago (approx)
Fi	& SUB-SECTIONS gures in parentheses show number of stocks per section	iadex No.	Day's Change	Est. Earnings Yield% (Max.)	Gross Div. Yield% (Act at (25%)	Est. P/E Ratio (Net)	nd adj. 1989 to date	ladex No.	index No.	factex No.	tadex No.
7	CAPITAL G800S (207)	941.51	-1.0	10,46	3.99	ILSI	3.65		949.16		
2	Building Materials (28)	1187.02		11.64		11.16	9.95	1197.78			
3	Contracting, Construction (38)	.1739,62	12	11.98	3.77	10.93	4.49	1766.71	1767.80		
4	Electricals (10)	.12751.87	-8.9	8.19		15.02	1.47		2779.63		1954.85
5	Electronics (30)	.2073.67	-14	9.01	317	14.38	12.07		2112.18 513.87		1468.81 383.42
6	Mechanical Engineering (55)	. 585.63	-1-2	28.22 14.35	3.98 5.57	7.84	0.00	533.87	539.89	596.96 536.28	436.48
8	Metals and Metal Forming (7)	307.89	-0.9 -0.9	11.78	4.86	9.88	3.23	310.66		302.49	
		1596.50	-3.7	9.21	4.22	12.91	4.62	1606.08			1213.51
21	CANCILLED COATO (194)	1161 21	-8.6	9.06	3.71	13.22	3.84	1168.53	1168.67	1161.57	1024.21
22		7264 10	-33	9.88	352	12.78	5 20	1273.83	1276.78		
25	Food Manufacturing (20)	1016.18	-0.7	133	4.01	13.28	5.62	1023.37			808.38
26	Food Retailing (15)	1971.72	- 44	9.19	3.56	14.31	1.25	1987.94	1983.96	1975.43	2029.14
27	Health and Household (1.3)	2148,12	-0.7	6.68	2.70	17.32	0.59	2163.87	2155.40		1765.77
	Leisure (3/3)	1602.18	-0.6	7.54	3.33	16.67	[12.33	1615.66			1239.95
31	Packaging & Paper (17)	592.95		7.88	3.99	12.36	1.24	592.92		513.28	
.32	Publishing & Printing (18)	3684.34		1.58	4.27	14.60	3.92	3684.32			3329.62
34	Stores (33)	768.09	-85	11.45	4.61	11.45	1.64	763.80	765.67	763.60	800.17
35	Tertiles (15)	514.15	-8.5	12.07	5.46	10.06	0.25	516.76	515.72		59.35
	OTHER 680UPS (94)	1056.32	-0.7	10.24	4.26	11.91	4.23				
41	Agencles (18)	.1247.49	-0.3	8.54	2.72	14.98 16.86	10.61 18.67	1216.17	1247.38 1218.65		1185.28 179.57
42	Chemicals (22)	U.500-TI	-0.6	11.07	4.87	11.35	4.27	1507.78			1125.99
43		1477.30	-0.5 -0.5	19.19 8.51	3.65	15.88	0.50	2348.81			1881.83
45	Telephone Networks (2)	1091.88	-13	19.75	4.38	12.09	8.60	1186.45		1101.45	
	Miscellaneous (28)	1484.92	-63	19.52	3.97	10.81	8.92				1115.25
	INDUSTRIAL GROUP (487)	1096.64	-0.6	9.77	3,94	12.64	3.82	1105.22		1897.94	912.15
	Oil & Gas (13)	1953.69	-2.2	9.81	5.69	13.05	49,19	1997.88	1998.97	1987.84	1768.78
	500 SHARE INDEX (508)	1169.52	-1.8	9.77	4,17	12.69	6.72		2189.44	1173.38	984.48
- <u>37</u>		742.62	-8.9		5.06		B.33	749.63	751.33	749.48	657,73
62	Banks (8)	723,79	-13	23.56	4.57	5.58	18.41	733.42	734,33	729.12	643.79
62 65		1109.41	-1.6		5.33		0.00	1118.69			958.63
20	Insurance (Composite) (7)		-8.5		5.41	_ !	6.78	595.23	596.69	596.37	513,38
67	Insurance (Brokers) (7)	961.92	-8.4	1.71	6.56	15.28	15.60	955.84	972.29	969,77	436.84
68	Merchant Banks (11)	332.78	-9.4		4.51		0.50	333.89	333.82	331.84	337.48
69	Property (53)	1321.00	-0.8	5.64	2.61	22.71	1.96	1331.29	1335.87	1329.34	
. 70	Other Financial (32)	372.23	-6.2	9.64	5.53	13.65	2.92	373.15	374.86	373.82	384.67
		1885.29	-83	-	2,89	_	6.18	1988.34	1989.46	1841.26	847.73
81	Mining Figure (2)	648.78	+8.4	8.93	3.70	12.36	2.50	645.91	643.78	636.16	432.96
91	Overseas Traders (B)	1481.57	-4.5	8.41	4.77	13.89	15.65	1488.78			978.44
99	ALL-SHARE THOEX (709)	1865.26	-0.9		426		7.82	1075.03	1075.01	1848.68	896.75
_		ladex Ma.	Day's	Day's High (a)	Day's Low (b)	Mar 29	Mar 28	Mar 23	Mar 22	基金 21	Year
-	FT-SE 100 SHARE IMPEYA	7049 A	Change -22.3			2671.7		2057.8			
	C 1725. AND SMAKE INSELS	, /IM/LE		-		AND AND					

FIXED	NTE	REST	r .		Average gross Redemption vields	Thu Mar 30	Wed Mar 29	Year ago (approx.)
PRICE Thu INDICES Mar 30	Day's change %	Wed Mar 29	xd adj. today	ud adi. 1989 to date	British Severament Low 5 years Company 15 years	9.50 9.11 8.96	9.48 9.89 8.92	8.56 8.94 8.84
British Government 1 5 years	-0.23 [1 -0.4]		1111	3.37 2.89 4.56 1.51	4 Mediam 5 years. 5 Compons 15 years. 6 High 5 years. 8 Compons 15 years. 25 years. 9 Compons 15 years.	10.54 9.58 9.14 10.67 9.80 9.33 8.93	10.51 9.53 9.89 10.63 9.75 9.27 8.87	8.98 9.13 9.00 9.06 9.27 9.83 8.82
5 All stocks	-0.05 -0.14	132.73 134.09		1.36	Index-United 11 Inflation rate 5% Syrs. 12 Inflation rate 5% Over 5 yrs. 13 Inflation rate 10% Syrs. 14 Inflation rate 10% Over 5 yrs.	3.54 3.52 2.63 3.35	3,52 3,51 2,69 3,33	2.18 3.76 1.27 3.60
8 All stocks 133.73 9 Behaviors & Laus 117.43 10 Preference 89.53	+0.05	133.91 117.57 89.53	0.28	2.14	15 Bels & 5 years	11.95 11.41 10.87	12.23 11.44 19.82 10.67	18.89 10.65 10.65

4. Allogening lades 2069.2; 10 am 2069.8; 11 am 2068.4; Noon 2064.7; 1 pm 2057.1; 2 pm 2055.8; 3 pm 2056.3; 4 pm 2055.5; 4.05 pm 2055.4 (a) 11.30 pm (b) 4.39 pm † Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday Issues. A list of constituent is available from the Publishers. The Figure Interest is available from the Publishers. The Figure Interest is available from the Publishers. The Figure Interest Int

RISES AND FALLS YESTERDAY

British Funds Corporations, Dominion and Foreign Bonds Industrials Financial and Properties 1,372

EQU	ITIE	S			N RECE							_
last Price	Paul				Steet		Citation Price	*•	inter Dis.	There	Çek Yek	佐
4155 4135 	FP. FP. FP. FP. FP. FP. FP.	-	171 143 134; 58 100 49 78 80 143 215	155 138 111 ₂ 33 70 40 52 40 143 145	Resoc. British Castes Davisapart Version & Februari Hidas 21-p Gressrictar Loss Wirth Visitish Sensory 50 "Malayas Green III- 900 ligarii 50 -90 d. Visito. Syste. B Reso Castesard III- West Girganani) 	166 138 12 56 90 44 74 75 160 213	-1 ₂	15.25 15.25 12.0 12.0 12.0 12.1 17.7	27 24 91 29 26	- 63 36 09	12
_			FI	(ED	INTERE	5T 8	TOC	K8				_
Prior			interi Insurac	un-k	1989		Stock	:			eslog rice	+:

,						_		
	Issue Price	Assessed. Paid	Latest Resunc	19	189	Stock	Closing Price	ŀ
딘		. ap	Date	High	200]	Ξ	ı
	100 100 100 100 100 100 100 100 100 100	F.P. F.P. IRP. F.P. F.P. F.P. S250 F	\$A	9814 10149 10149 10944 1094 1094 100 274 100 274 124 304 304	The Motor State St	Affield Jones 194, pc Geb. 2019 Room & Jackson 10 Apr Co. Cm. 197. C.H. industrial 195, pc Cm. 181, Pl. Cl. Estamble Fin. 391 liete Var. Call Estamble Fin. 391 liete Var. Pl. Estamble Fin. 391 liete Var. Pl. Estamble Fin. 41 liete Stand 10 2012 B' wide Anglia 12 Spc Co. Spc 10 2012 B' wide Anglia 12 Spc Co. Co. Call B' wide Anglia 12 Spc Co. Co. Call B' wide Anglia 12 Spc Co.	97% 100% 100% 100% 102% 102% 102% 102% 102	+
-1				RI	OHT:	S OFFERS		

issue Price	Amount. Paid	Latest Resume	19	189	Starte	Classing Price	+ar					
р .	що	Date	High	Low		•	•					
20 45 160 76 375 100 160	樵	-	4Lpm	33,000	PContac Group Sp	40pm 1000	+2					
120	W		30m	191 ₂ 989	Feet (J H)	2066						
76	76	1 :	225m 75m	1777	Hamoden Homesart	ion l	-1					
375	46	i :	9200	4000	LASMO	6100	145					
100	#12	- 1	9200 44ps	Zim	Noble Rareton	30001	_					
160		i -I	1300	Spm	Partetale Hidgs 10p	1100	+1					
F100	Wit	•]	70pm	65pm	Poner Caro, 610p.	70pm						
20 47		- 1	39pm 23pm	74m	Thibett & British So	39pm	+2					
~	RO	•	- Zipin	16pm	March 669'1 mb	тофии	i i					
a Annual)	ued divide	d.b Flyan	ده اسهوا د	\$196766165	estimates à Divident rate paid or payable :	on part of c	بأجناوه					
ener basel	والأراثة س	s on full c	spital.g Azz	armed divid	end and yield 5 Dividend and yield exclude or based on previous year's carnings L Est 1.81 Dividend and yield based on Prospects	برجم لحاعوب	PÉPL I					
Forest, o	والبحراج	والججبد	ed dividend	rate, com	r basel on previous year's earnings.L Est	maled arm	أجوالها					
enterprise for	er anu pyt • 1000 N	Ulphapman .	HENERY SERVICE	an earmaign	especias or other official estimates for 19	SOLDER OF	Anne D					
Energy at	n 1700.M	pivings,	and Alexa w		al on prospectus or other official estimate	117 Dec. 12 to						
figures # kg	und for ter	der & Offi	med to bot	des of on	lowy stares as a "rights". † Introduction	Missing :	vice to					
Delat racket	on a leas	معصد دا ا	برائزاج ممازد	ro-maio)	on marger or takeover. † Allotment price &	linikani or	with.					
market & Of	Tieby Lon	den Berie			estitionest * Third Marint.							
				•								
							,					

TRADITIONAL OPTIONS First Dealings
Last Dealings
Last Declarations
For settlement Mar 20 London Share Service Apr 7 jun 29 Jul 10

LONDON TRADED OPTIONS

BRITISH GAS accounted for no less than 17 per cent of dealings on the London Traded Options 40,480, as the underlying share price lost 412p to 17812p. There was evidently combination trading was evidently combination trading going on, with the June 180 puts attracting 1,900 contracts, partly entirely opening, and the December 180 puts as many as 3,000, to

The expiry of the FT-SE 100

bring almost entirely a net open-

today led to some rolling on of positions to June. There were												
Option		ر اجد	2115 24.	Oct.	Apr.	ruts la						
ADI LIOIS (*440)	420 460	2	38 19	33 33	31 ₂ 22	15	18 38					
Brit. Airnags (*196)	160 180 200	38 19 5	41 25 15	44 27 13	1 2 8	2 ¹ 0 6 14	3½ 8 16					
Brit. Com (*204)	200 220	9	18	25	4	29	11					

Boots (*258) B.P. (*284) British (*83) 525 (*914)

CHEL GO Courtant (*2%) G.K.H. (*367) Grand N (*530) ELL.

Japan (319)

Szlesba (*223.) Cells in Eagle Trst, Con Tern, Butte, RTZ, Amber Day, Marinez, Hugh Mackey, IFICO, Tyndail, AB Eng, Charterhall, Put in Butte.

reports of a temporary dip in the March index contract to a disheavily traded stock was Cable & Wireless, in which activity in the April calls meant there was business of 3,042 contracts, mostly call. count on the underlying market, but the day ended with the overall

futures index trading continuing to give an upwards drag to the index. The index itself lost 22.3 points

on balance to 2,049.4, without any particular fundamental develop-Sterling showed some week-

ness, and there were some weak-nesses shown by way of the Lifle

interest rate positions, but the three-month interbank sterling rate held steady at 13 per cent. It was a day when the options markets than in its own, with two

concern, but saw little on the options market. Hanson attracted 1,360 contracts, of which 1,356 were call and only 4 put, and there was some activity in British Petroleum, once again, with 1,597 con-

		_	_	_					_		_						_				_		
Lyons ()	425 460	3	25 19	33	31 ₂ 22		38	Trafalger (*358)	330 360	10				_	12 24	Anstrad (*241.)	140 160 180	7	' 13	26 16	9 23 41	BEE	15 26
Aires;	180 200	35 19 5	41 45 13	44 29 18	1),	76	0td.55mfts (*314)	300 330	21 ₂	14		19	13 29	15 31	Barclays (*440)	390 420 460	40	52	- 60 25	2 6 27	75 13 2	15 35
)	200 220 240	2	18 9	25 25 8	4 37	22 39	2	Ottrenar (*296.)	290 294		-	-	24	-	-	Blar Circle (*532)	500 550 600	22	36	72 44 25	18 40 82	22 48 82	26 52 84
,	240 600	30	窓刃	44 57	1	. 35 35	7	GEC	220		_			Aug		British Gas	160	24	25 11		1		34
,		- 25년 8년	38	43	1 3½	44	64	(*23),)	240			22	ŋ	10 20		(°179)	186 200	212	11 2 4 2	15½ 7	22	21 ₂ 91 ₂ 23 ;	ų. W2
Steel	300 70	2½ 13	241 ₂ 141 ₂ 16	20	18 1	2	126 26 4	R. Royce	140	42h	42%	549 49	ь	2		Bhots (°164)	140 160 163	ائر 19 رانلا	35 25 17	33 23	5 보 참	7 15½ 27	19 30
•	90 90	4		17½ 10½ 6	8		85. 15	(*182)	180	221 ₂	11½	32 19	61 ₂	رد 10	13	63200 (*1.300)	1250 1330	107	154 123	179 147	35 57	47 67	55
,	900 950	32 8	72 47	105 77	13 40		40 62	TS8 (*118.)	210 120	10 3		18 10	1	3	4 7		1350	50	97	120	63	94	77 102
Vice)	420 460 500	54 19	74 44 24	87 60	1	9 19	13 24	1-0,	120	í	42	6	12	ıă	14	Hanker Sidd. (*655)	706	77 49 24	102 72 47	86 63	17 35 67	26 45 72	17 51 70
Gehi S	500 1250 1300	4 193 75	175	40 190 160	33 30 50	42 53 65	45 20 110	Brit Aero (*560)	500	607		~ 95	- 5	Ang 18	23	Hillsdown (*275)	260 280 300	24 10 6	17 18 27	37 25 18	5 13 27	10 18 28	11 19 30
	1350 280	55 20	篮	135	80	120	135		550 600	23	46 26	63 41	27 62	为	43 75	Lourho (*336)	300 330	49 30	59 41	67 50	6	11 22	1200
)	300 330	6 15	18	25 28 16	2 9 35	22	14 23 42	("332")	330 330 360	40 19 6	#6 29 15	60 40 25	2 7 28	7 15 92	11 22 34	Midland Bk	360	16 43	35 50	35	34	40	
Deice)	360 390	18 4	38 21	8	4	15 22	16 29	647 inds (*564.)	507 550	65 24	78	90	4 19	9 24	14	(140)	460	18	27	63 40	క	五	15 33
	420	1	9	15	46	46	50	Brit. Telecom	600	8	44 23 24	58 33	56	58 84	30 62	Sears (*120)	120 130	7½ 4½	121 ₂ 81 ₂	15 11	7 14½	17	19 19
}	360 390	12 2	33 18	2	ź	12 28	18 22	(7269)	300 300	8	ij G	31 20 12	14 33	19 34	11 21 36	THF (*280)	280 300	10	27 17	34 24	11 23	14 26	17 28
Met. }	500 520	7	69	71	26	8	13	-	330	20	94	Æ	7		14	Thom EME (*691.)	600 650	뱮	114 74	93	4	18 18	~
•	542 550	-	27	39	=	28	33	(34))	360 390	25 9 3½	36 19 10	46 30 17	ź 50	12 25 51	16 29 53	Welcome C457)	700 420	32 68	43 75	58 88	30 8	38 15	25 45 17 17
0	1100 1150	86 43	136 100 70	153 120	4 12	18	30 46	Galences	3 96	60	72	54	4	7		Option	460	32 4 #	50 Jul	04 63	24 Apr	Ħ 33	쬬
	1200	16		93	37	\$	20	(*446.)	420 460	11 35	72 50 26	64 40	8 28	14 32	18 36	Beecham (*593)	950 600	Ξ	68 37	87 57	Ξ	14 35	18 42
•	300 330	20 2½	36 19	47 31	á	13 28	20 37	(MCB)	405 441 479	48 22 8	48 27	87 58 43	10 27 52	17 35 57	21 40	Collect C529) Option	500 550		48 20	67 36		12 37	16 40
	240	24	33	-	1	6	_		479	8	27	43	52	57	62	BTR	330	46	<u> </u>	Ner :	2	<u> </u>	
ı	260 280	2½	18 12	27 18	2	15 29	19 31	P. & O. (*66).)	600 650	65 27	82 50	67	9 25 57	15 32 62	- 42 70	(°375)	360 390	6.7 50	34 20	₩	10 26	15 29	19 34
ite L	500 550	48 8	61 29	79 46	ı	10 28	13 31	Pilkington	700 220	12 30	28 35	45 44	2	5	6	Hanson (*185)	180 : 200	115 25	16 7	25 13 1	3½ 5½ 1	72 72	19 19
eas-	550	33			2	-	20	(28)	240 260	18 8	22 13	31 21	17	13 25	15 26	Tess (*153)	120 140	25 16	29 20	Ī	13	3	-
)	600	7	22 20	70 40	ź	ž	42	Messey (7254)	240 260 280	25 13 5	31 19 11	39 29 18	6 15 31	기	13 22 34	Option Scot. & New			9 Am		No.	<u> </u>	16 b r
,	160 180	7	14 6 1	18 0½	3 17	8 22	10 23	Prod <u>estlat</u> (*195)	160 180 200	32 12 34	첉	38 21 12	1½ 5 17	2½ 9 18	4 12 21	(7304)	330 330	26 10	18 18	42 26	15 35	24 42	33 48
	300	13	30	ø	4	14	17				7		_	20		Her	FT-SI Apr I	E 1518 Lig	EX P	29551 Par) Apr	¥-	<u> </u>
•	330	2	16	26	24	30	34	Racal (*390)	330 340	67 41	77 55	92 70	Ι'n	7 14	11	1850 206	227		765	ŀ.	2	-6	=
7	220 240	9	16 8	26 15	5 18	22	12 23		390	20	37	50	15	23	19 32	1900 156 1950 106 2000 56	178 132 90 55 32	245 198 155 117	218 177	Į.	5	10 15	25
	367	23	_	_	1	_	_	RT <u>2</u> (*524)	450 500	67 37	78 52	62	31 ₂ 14	9 25	29	2000 56 2050 11	90 55	117 83	137 103	Š	16 32	77 47	23557
	390 420	12	23 10	33 17	13 37	15 57	18 37		550	10	28	38	Ź	50	55	2050 11 2100 5 2150 5	藍	83 53 37	75 53	6 45	58 100	73 107	77



By John Thornhiii

THE TOUGH trading environment for national newspaper production centres in Manchespers and the failure of Extel Sports to challenge live televised horse racing services held profits at United Newspapers to £107.73m in 1988, a 13 per cent gain on the previous £95.61m.

Turnover rose by 5 per cent to £753.8m (£716.6m).
Lord Stevens of Ludgate, chairman, said that profits from its national newspapers, which include the Daily Express, the Sunday Express and The Star, had fallen from

£33.15m to £31.64m. Newspaper circulations had dropped "in the face of some enormous promotional spending by all our principal competitors, a practice which shows no sign of abating and which cannot, in the long run, be a sensible appropriation of hard-won revenues", he said.

Labour reductions and the

Disk subsidiary

pulls Habit into

OPERATING LOSSES

sustained by its Crosby Disks

computer substrates subsid-

iary led to Habit Precision

Engineering incurring a pre-tax deficit of £956,000 in the 12

months to September 31. Tura-over was £17.99m.

acquisitive industrial dia-monds and precision engineer-

ing group achieved profits of

Since the year-end, Habit

£1.5m on turnover of £17.71m.

has closed Crosby, where operating losses increased over the

year from £234,000 to £1.21m,

against future losses was

taken below the line as an

Mr David Willetts,

appointed chairman in January this year, said that the

core diamond division increased sales and profits by

some 20 per cent — operating profits expanded from £726,000 to £861,000.

Losses per 5p share were

6.05p against earnings of

7.55p. The directors are not

recommending payment of a final dividend.

Turnover

Dividend

Tax

Profit before tax

Earnings per share

extraordinary item.

In the previous year, the

loss of £0.96m

By Graham Deller

ter, Broughton and London's Docklands would continue he

It was announced in January that Extel would close its racing information service in June this year, after losing a significant number of subscribers to satellite televison services. But Lord Stevens said that

Extel Financial had increased its profits by 29 per cent despite a general retrenchment in the financial services sector. The group's regional newspa-

pers, benefiting from earlier rationalisations and buoyed by higher advertising revenues, recorded a 32 per cent increase in profits to £20.29m (£15.35m). Its advertising periodicals also did well from high advertising volumes and showed profits of A full year's contribution from Benn Brothers helped the



Lord Stevens: hit by enormous

magazines and exhibitions division increase profits to £13.46m (£11.64m), despite significant start-up costs associated with two titles, Auto

Express, a joint venture with Axel Springer Verlag, the West German publishing group, and Morgan-Grampian's Transport

US trading profits, strengthened by contributions from recent acquisitions but adversely affected by exchange rates, advanced from £16.88m to £22.74m. Although earnings per share

slipped by 8 per cent at the interim stage, United announced an increase of almost 4 per cent in yearly earnings to 37.5p (36.2p) per

A final dividend of 13p (12p) is recommended, which will make a total of 20.5p (19p).

Lord Stevens said that although trading conditions would continue to be highly competitive, United had made a satisfactory start to 1989. See Lex

| SIS placing will reduce bookies' stake

SIS, the company set up in late 1986 to transmit racing pic-tures to betting shops, is hold-ing a private placing to reduce the stake held by bookmakers,

writes Vanessa Houlder.
The placing of about 26 per cent of SIS's equity will satisfy an agreement struck with the Racecourse Association in 1987. which limited bookmakers holdings to 45 per cent. This

was designed to protect the interests of the small independent bookmakers.

The shareholdings of Bass. Grand Metropolitan and Ladbroke - which currently own 66 per cent of the shares - will be reduced to 45 per cent. Sears, which has no bookmak-ing interests after the sale of William Hill, will reduce its holding from 19.1 per cent 12.9

The other shareholders are the 'Racecourse Association and the Horserace Totalisator Board, which will increase its stake from 5 per cent to 6 per cent. The placing, which is also expected to raise some money for SIS, is likely to take place in June. SIS said that it planned to apply for a listing no later than 1992.

Wills Group up 9% to £1.39m

Wills Group, the international trading company and financial services company that is a subsidiary of Australian Investors Corporation, saw pre-tax profits edge up 9 per cent in 1988. The taxable result of £1.89m came from turnover down from £30.47m to £26.16m.

To reduce borrowings the group is to transfer about A\$40m (£19.1m) of the client loan accounts of its Australasian Financial Services Division to BNZ International Aus-

This creates a loss to shareholders of £2.6m (£310,000). Consequently there is no dividend. Earnings, however, advanced to 7.8p (6.7p).

United Newspapers plc

1988

Results

Year to 31st December

£753.8m £716.6m

1987

£95.6m

£33.2m

36.2p

19p

1988

£107.7m

£36.2m

37.5p

20.5p

Chairman, Lord Stevens of Ludgate reports:

Profits before tax increased to £107.7m from £95.6m last year.

Your directors underline their belief in the sound future for the group by recommending an increase in the final dividend of 8.3% to 13p making a total

for the year of 20.5p (1987: 19p).

There is little doubt in my mind that trading conditions in 1989 will be highly

competitive, although a satisfactory start to the year has been made.

DIVIDENDS ANNOUNCED May 23 Cooper (Fred) ____int Corporate Ests §fin ser (DC) § Habit Pro

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. *On capital increased by rights and/or acquisition issues. \$USM stock. \$\tilde{S}\tilde{U}

Increase

12.7%

9.0%

3.6%

7.9%

5.2%

Weak dollar and falling oil price hits Lasmo result

By John Ridding

LOW CRUDE oil prices and a weak dollar prompted a 56 per cent fall in pre-tax profits for London and Scottish Marine Oil, from £36m in 1987 to £15m last year.

However, the company received a tax credit of £10.9m, which, with minority inter-ests, brought net profits to £28m compared with £22m in 1987. A profit of £195m realised on the sale of its Enterprise Oil stake was taken as an extraordinary item making total profits £223m.

Turnover fell 13 per cent to £149.7m., and earnings per share edged up to 12.5p (12.4p). The board has proposed a final net dividend of 6p making a total for the year

op making a total for the year of 8.5p (7.7p). Operating profit fell from \$30.9m to £4.9m and profits from its share in Enterprise Cil, now sold, equalled £16.6m. Administration costs rose

Administration costs rose from £7.9m to £10.8m reflecting an increase in staff. During the year production averaged 52,700 barrels of oil equivalent per day (boepd), an increase of 21 per cent over 1987. However, the weak market and exchange rate movements meant that the average sterling price per barrel was sterling price per barrel was around £2 less which, according to Lasmo, gave the lowest annual average for the com-

pany's history.
Mr Chris Greentree, Chief Executive, said that Lasmo anticipates improved stability in the oil market. In addition, he said that Thomson North Sea, the company's largest acquisition which was made earlier this year, would help in boosting production rates to around 90,000 boepd by the

end of this year.

At the end of 1988 Lasmo had net cash or near cash of £265m compared with a net debt position at the end of 1987 of £120m. Excluding acquisitions, there was capital expenditure of £60m in 1988, roughly the same as 1987. Increased capital expenditure and a greatly expanded dril-ling programme has been budgeted for the current year.

COMMENT

Lasmo came in bang in line with expectations illustrating the parlous state of the market last year. This year, however, the company should see dramatic improvement. On the one hand the swapping of its Enterprise equity stake for the bring net interest receivable of about £25m. In addition, the oil market itself, while likely to ease from current levels should still remain stronger than last year and analysts estimate that stronger prices combined with the higher dol-lar should see around a 15 per cent increase in sterling oil prices. Lasmo will doubly benefit because of the expected increase in production from a daily average of 52,700 to or of 81,000. Against this the company will likely return to paying tax, perhaps in the region of £15m. Much of the speculative froth has now disappeared from the share price which, this year has underper-formed the sector. Nonetheless an element of bid speculation remains. More broadly, Lasmo will have to start delivering on its exploration promise. So far the shares have been trading on expectations of what may be discovered but with a large drilling programme about to start the crunch time is nearing. Overall, analysts are predicting net profits in the region of 255m, placing shares on a multiple of around 20.

Trafalgar House

Trafalgar House, the diversified property, construction, energy and shipping group, has set up a new company called Goldquill Properties to handle its property trading activities.

The new company has taken under its charge grown women.

under its charge group proper-ties held for trading, as opposed to investment pur-poses and has begun to acquire others.

BOARD MEETINGS

	don), Europunnel, Gibbs & Dandy, G	oel Petro
	loum. Plastic Constructions,	Record
- 1	Triplement.	
	PUTUE DATES	
- 1	Interioris.	
i	Coest	Apr 2
	Cossit	May 1
	Kniemazoo	Apr 2
	Lowland Investment	Apr 2
	Mortend	May 1
	Ptsmigen	Apr
	Smiths industries	Apr 1
	Finale-	
	Ash & Leggy	Apr 1
	Avis Europe	Apr 1
	BAA	den 1
	Beird (WARSIR)	Apr
	British Alcan Alumentum	Apr
	British & Commonwealth	Acr
	Decembers Motors	ADT
	Edmond	Attr
	Frician National Inv	Apr 1
	Feirheven International	ÂM
	Fortnum & Mason	Apr 1
	Liberty	Apr 2
į	LOWINGES QUEENSWAY	May
	Mecca Leisure	Apr 1
	Pega (Michael)	Apr 1
	Pannine Optical	Apr 1
	Outdo	Apr
İ	FIXE	Apr
	Redend	Apr 2
	Rockwood	Apr
- 1	Contrict American Inc	Ane 1

Burmah shares lower despite 12% profits increase to £88m

BURMAH OIL, the lubricants and fuels group, yesterday announced profits after tax of £88.1m for 1988, an increase of 12 per cent over 1987. However, £8.4m of the improvement resulted from a single property sale, and the market, apparently concerned by the prospect of more difficult trading this year, marked the share price down 23p to 542p.

The rise would have been greater but for a change in accounting practice whereby average, instead of year-end, exchange rates were used. This change applied to all but hyper-inflationary countries and added £2.1m to 1988 profits and £7.6m to the restated 1987

figures.
Turnover rose by 8.6 per cent to £1.37m and profits before tax by 7 per cent to £146.2m. The improvement came

despite an adverse impact of £8.5m on trading profits from translation of overseas earnings and a 58 per cent increase in interest charges resulting from Burman's £150m invest-ment and acquisition pro-

Net profits, however, benefited from a decline in effective tax rates. This reflected a higher share of UK profits in the total and broadly stable overseas charges resulting from lower rates in the US, Australia and Malaysia.

The principal factor in the improvement was the lubricants division, dominated by Castrol Trading profits rose by 9.3 per cent to £112.2m on turnover up by around 14 per cent. An adverse currency effect of £5.5m was more than offset by the sale of the group's Rother-hithe factory for £3.4m. Fuels also performed well,

increasing trading profits by over 60 per cent to £14.8m. To a large extent, this reflected the acquisition of ICI's retail network at the end of 1987.

There were setbacks, how-ever, at both specialty chemicals and energy investments divisions. In the former, profits fell by around 5 per cent to £15.7m. According to Mr Lawrence Urquhart, chief executive, this resulted from adverse currency movements and revenue investments but also from losses in its water treatment

Energy investments experi enced a 21 per cent fall in profits to £6.8m as a result of the effect of lower oil prices on Premier Consolidated Oilfields, in which Burmah now has a 29.8 per cent stake.

During the year the group continued to build its capital and strategic investments, spending 171m on acquisitions and £65m on capital expendi-ture. In addition, Castrol companies were established in five new countries.

Mr Urquhart said Burmah would continue to pursue its strategy of relatively small acquisitions — up to the £10m level. More substantial possi-hilities were also under consid-

Earnings rose by 10.5 per cent to 49.34p (44.63p) and a final dividend of 12p was recommended making a total of 19p (16.5p).

Alida shares hit by first quarter profits warning

ECONOMIC uncertainties are reducing customer demand at Alida Holdinga, the polythene packaging manufacturer. The company yesterday warned that this, coupled with destock-ing by certain customers, meant that profits in the first quarter of 1989 will be below

The statement came as the company announced pre-tax profits for 1968 up from 24.41m to 55.12m, on sales of £65.31m (£51.87m). Earnings per share rose from 25.2p to 22.5p. The recommended final dividend is .5p, for a total of

Alida shares yesterday fell

40p to 320p.

The group said that pre-tax profits from its manufacturing business showed a healthy 31 per cent advance, largely cent.

Two acquisitions for Chas Baynes

Charles Baynes, the former shell company where South African entrepreneur Mr Bruce McInnes stepped in about 17 months ago, yesterday announced that it was buying the general packaging distribu-tion division of Alida, the plas-

tic packaging group. plier of stainless steel fasteners and fixings for the construc-tion industry, from Delta, Purchase price for the former is £7m, plus the repayment of £0.5m of inter-company debt. For the latter, it is net asset value plus a premium of £1.15m. Baynes is making an

initial payment of £2.5m. In 1988, the Alida business — which comprises eight separate

thanks to "excellent performances" from its Heanor-based subsidiaries which make and supply polythene plastic begs. Overall, profits from manufacturing were 23.77m (12.96m). On the distribution side, polymer activities showed a 29

per cent improvement, but peckaging distribution saw profits slip by 19 per cent. Overall, this meant an 8 per cent decline in distribution profits to £1.57m.

With regard to the current year. Alida said that demand from its food manufacturing

customers — who account for about 60 per cent of its busi-ness — is down by perhaps 5 per cent, but in certain other areas — certain retail custom-ers or white goods, for example - the fall is nearer 15-20 per

companies — made pre-tax profits of £1m on sales of around £13.5m. Net assets were £13.5m. Despite a fall in profits last year, Baynes maintains that there is scope for improv-ing efficiency through central-ised controls, purchasing and

tax profits of £0.5m last year on sales of 25.7m. Net assets should be not less than £1.35m

on completion. The company is paying via the issue of a total 35.6m new shares, which have been conditionally placed by Robert Fleming at 28p a share. There is a claw-back for existing shareholders over 24.9m shares, on a

Miss World certain to win Piccadilly bid By Martin Regan Miss World, the

entertainments group, is now certain to win its battle for control of Piccadilly Radio, following a shareholders' vote to amend the station's articles the last barrier to its £39.5m

At a meeting yesterday in Manchester's St James's Club, two appendments relating to the articles were passed by 80.22 per cent to 10.98 per cent of week rest well shows the 75. of votes cast, well above the 75 per cent majority required. More than 99 per cent of votes

A special class meeting of voting shareholders was then convened to ratify the changes, which were passed unant-mously on a show of hands.

The effect of the vote is to abolish the 15 per cent celling on individual shareholdings and allow the offer to proceed.
The offer is already unconditional as to acceptances.
Miss World has received

acceptances in respect of 66.93
per cent of ordinary shares and
68.53 per cent of non-voting
shares which it did not hold
prior to March 23. The offer
itself is likely to be made
unconditional in the next few and other technical matters. Mr Owen Oyston, the Lanca-shire entrepreneur who heads the Miss World group, reiterated his pledge of no staff redundancies and also revealed

that he had asked the present board to stay on. Piccadilly will now link up with the Preston-based Red Rose Radio to form what Mr

FURTHER SIGNIFICANT GROWTH

Turnover

16% £44.5m

Profit before tax

UP 34% £9.5m

Earnings per share **UP 36%**

Ordinary dividend **UP 39%**

1988 was a year of further growth with the successful development of the Adshel Superlite network throughout the UK and the expansion of operations in France. 1989 has started well and the investment of £11m made in 1988 provides the base for continued expansion,

> RW Gore-Andrews - Chairman commenting on the results and outlook

For a copy of the Annual Report write to the Secretary, after 28 April, 19 Curzon Street, London W1Y 8BJ

MORE O'FERRALL PLC

Wi Wi eri ha: tio shi I ter pai red str. sec suc The effi mor ing cau

United Newspapers plc

'The annual report will be sent to shareholders on 18th April, 1989

23-27 Tudor Street, London EC4Y OHR

Kingfisher plc may have only just taken off.

But as you can see, it has been a smooth send-off.

For the past six years we've been operating under the altogether more familiar name of Woolworth Holdings.

And during that time, we've built up an enviable portfolio of famous and successful retail names.

For a start, there's the DIY leader B&Q. It has seen sales rise by 22% over the past year alone.

Comet, the out of town retailer, has out-performed all its major competitors in a difficult market.

The UK's leading drugstore, Superdrug, almost doubled its size in the past two years and increased its profits by more than 70%.

A leaner, fitter Woolworths success-

fully increased its profits to £50.2 million despite shedding 400,000 square feet of selling space.

GR	OUP RESI	ULTS	
	1989 £m	1988 £m	Increase
Turnover	2,660	2,172	22%
Profit before exceptional items	186.9	147.2	27%
Net dividend for year	10.5p	9.0p	17%
Earnings per share before exceptional items	30.8p	26.3p	17%

Chartwell Land, our property company has undergone a major transformation with development profits more than doubling to £15.6 million.

As a group, Kingfisher plc has successfully increased its profits before tax by 27%. And earnings per share are up again, by 17%.

So much for the past. What of the future?

We will continue to concentrate our resources in our key growth markets – home and leisure.

Our management team will continue its commitment to excellence and cost efficiency at every level.

And we will continue to offer the 20 million customers who pass through our doors every week value for money, excellent service and the widest possible choice.

Kingfisher may have only just begun its flight.

But we're convinced it's going to be a long and successful one.



PRE-TAX PROFITS at Beazer, the international housebuilder, building materials and contracting group, rose by 30 per cent to £54.5m in the six months to the end of Decem-ber, in spite of an £8m loss on

Mr Brian Beazer, chairman and chief executive, blamed the losses at the UK contractor French Kier on difficult contracts and misjudgements over estimating construction costs, particularly for

The contracting division had been reorganised. Mr Richard Allen, group managing director for contracting, who joined the Beazer board when it acquired French Kier in 1986, resigned

in February.
Turnover during the six months, excluding sales from Koppers the US group acquired last June, rose from £579m to £777.3m. Koppers was treated

as an associate for the six substantially ahead of last • COMMENT pear."

Beazer has now bought out Shearson Lehman Hutton and National Westminster Bank, its partners in BNS the company which acquired Koppers. As a result Koppers, renamed Beazer Materials & Services, would be treated as a whollyowned subsidiary from Janu-

The group had restructured its debt as a result of the deal, raising loans of \$2.3bn from international banks. It had also raised \$854m from the sale of Koppers' businesses.

Assuming full conversion of loan stock the group would show a debt/equity ratio of 1.12 Mr Beazer said: "The group is now nine months into the current financial year, and

turnover and profits are

side of the depressed market of Texas, remained good. Housing sales in the US were 50 per cent higher than at this stage

European operating profits before interest, including UK housing and contracting operations, rose from 230.4m to 239.8m. US profits rose from 220.4m to 268.7m helped by the first full six months profits from Konners. from Koppers. Earnings per share, fully diluted, rose by 24 per cent to 11.23p (9.05p). The interim dividend of 2.45p (2.1) was

increased by 17 per cent.

The housing market had

Building materials sales, out-

become more difficult in some parts of the UK but conditions in the north remained good,

Yesterday's 15p fall in Beezer's share price is readily explain-- a worse-than-expected 28m loss at French Kler, and some obfuscation over the contribution from Koppers - but the market's view of the com-pany remains deeply divided. At 199p the shares are on a prospective multiple of around 7% which, taken independently, looks about right for both UK housebuilding and US building materials. Taken gether the two parts make up together the two parts make up a \$2hn turnover empire, whose management systems may not yet be up to the job. It may also be asked whether gearing of 110 per cent does not deserve some kind of discount, and it is unsettling to hear that off-balance sheet expansion is still on the cards, this time through the medium of joint ventures. On the other hand



Mr Brian Beazer, chairman: conditions in north still good

there are those who see Koppers as a master-stroke, and they could yet prove right. Beazer remains one of the investments in its sector.

Molins upsets City as falling demand cuts profits to £6m

By Andrew Hill

A DOWNTURN in demand for cigarette-making machinery in developing countries hit profits at Molins in the year to December 31, cutting the share price by 12 per cent, and increasing the group's vulnerability to a

Molins, which is also involved in the manufacture of security printing and packaging machinery, warned at the halfway stage that delays in signing a major contract to supply machines to China might hit profits.

In the event the fall - from £10.2m to £5m before tax - was far greater than the City was far greater than the chares had expected and the shares dropped 30p to 226p. Turnover rose from £103.5m to £126.7m. Earnings per share fell from 21.9p to 6.9p, but the final dividend is maintained at

9.6p for the year. in 1987, Tozer Kemsley & Millbourn, the Brierley group's quoted UK subsidiary, bid 300p per share for Molins. The bid lapsed following opposition from M & G, the investment manager which still holds an 18 per cent

Sir Ron Brierley's Industrial Equity (Pacific) investment subsidiary has held a 29 per cent stake in Molins since then, but is thought unlikely to

Molins problems in 1968 arose at its Saunderton subsidiary, near High Wycombe, which accounts for about 60 per cant of tobacco machinery sales. As a result the group has brought forward rationalisa-

brought forward rationalisa-tion at the site.

Extraordinary provisions cut a further £7.9m from profits and the net extraordinary charge was £6.8m.

Tax rose to 65 per cent (36 per cent) reflecting the impact of a higher advanced corpora-tion tax charge on lower UK trading results.

7.1p, making an unchanged trading results. These two factors led to an attributable loss of 24.7m, compared with a profit of \$3.5m in

Molins' problems during 1998 prompted the group to throw in a few extra nastles that they had hoped to save until 1989. In particular the entraordinary provisions against restructur-ing at the Saunderton site, which the group says will not be repeated this year. The experience could also persuate Molins to speed up its strategy. Molins to speed up its strategy of reducing dependency on the tobacco business. Mr Michael Wright, managing director, hopes it will contribute less than 25 per cent of sales within five years. There will be some improvement during 1989 and analysts' forecasts range from 1980 to \$10.5m before tax. The analysis' forecasts range from 19 10.5m before tax. The lower forecast, and a tax rate of just over 40 per cent, put the shares on a prospective multiple of about 13. Sir Ron may be open to offers for IKP's stake, but on that basis it is difficult to know who would want

· COMMENT

Royal Insurance reveals sharp cut in reinsurance protection

By Nick Bunker

A DRAMATIC fall in the amount of reinsurance protec-tion being bought by the UK's Royal Insurance has been revealed in its 1988 annual

report.
Last year Royal spent only £357.7m on buying reinsurance, which shields insurers against abnormally large build-ups of claims, 22 per cent less than the 1987 figure of £461.4m. In 1986, Royal spent £503.2m on

The figures are significant in showing the way that as prop-erty and liability insurance companies grow they feel able to carry more of their own risks, rather than lay them off with reinsurers such as

Less of the non-communist world's estimated \$400bn (£236bn) of non-life insurance premiums is flowing into reinsurance, squeezing the turn-over of reinsurance brokers. In 1988, Royal retained 90.2 per cent of its £3.65bn of premiums, paying away only 9.8 per cent to reinsurers, compared with a retention of 87.4 per

Mr Roy Randall, Royal's head of corporate affairs, said the fact that reinsurance prices were weakening had "only a marginal effect" on the fall in its reinsurance costs.

He said the true explanation lay in changes in reinsurance buying at Royal US, and Royal International, covering territories including Australasia and continental Europe.

In these areas Royal is buying less "proportional" reinsur-ance, where the reinsurer takes a fixed percentage of the insurer's losses, and more "excess-of-loss" reinsurance, where the reinsurer pays claims in excess of a given

amount. In the UK, though, Royal bought more reinsurance in 1988, paying about £2m to enable it to recover £70m of weather-related household insurance losses, in the event of a catastrophe like the 1987 hurricane. When the hurricane hit, Royal had no reinsurance protection for this type of risk protection for this type of risk in the UK.

Amanda increases bid for Universal to \$698m

By Clay Harris

AMANDA Acquisition Corporation, a US company linked to Berisford Interna-tional, the UK-based sugar pro-cessor, commodities trader and property investor, has raised its hostile takeover bid for Universal Foods Corporation, a Milwaukee-based food products

milwaukee-based rood products group, to \$698m (£414m).

Charterhouse Bank, Berisford's financial adviser, said, however, that the revised terms of Amanda's bid—an increase in the cash offer from \$25 to \$38 a share—did not \$35 to \$38 a share - did not involve any increased financial exposure for Berisford itself. Berisford's role in the bid has been questioned by Associated British Foods, the UK milling and baking group which owns 23.7 per cent of Berisford and once tried to

per cent of Berisford's net assets, just short of the level at which shareholder approval would be required.

Amanda is a subsidiary of High Voltage Engineering, a US company in which Berisford, as a limited partner, has an interest of just less than 50 per cent per cent.

Mr Harry Bailey, ABF's

take it over. ABF tried in February to force Berisford to sub-

mit its involvement in the US deal to a vote of shareholders.

Stock Exchange later deter-

mined that its total contribu-

tion to the bid was \$195m, or 24

Berisford refused, and the

finance director, agreed that on available evidence, it appeared that Berisford's exposure had not been increased by Amanturnover of £27.4m in the year to October 31 1988. da's higher offer.

Bass adds to Coral chain with £19.2m acquisition

BASS, the brewing and leisure group which owns Coral Bookmakers, Britain's third largest betting shop chain, is buying Leisure Bookmakers in a deal

worth up to £19.2m.
Leisure Bookmakers, which
is owned by Leading Leisure, the entertainment and prop-erty group, operates 76 betting shops and holds a further five licences. The business, mainly located in the south of England, made an operating profit before tax of \$400,000 on

Coral, which operates 991 betting shops, denied that its decision to acquire Leisure had been provoked by the growing rationalisation in the industry. Recently Grand Metropolitan's

Mecca Bookmakers acquired

fellow bookmaker William Kill and created Britain's second largest betting shop chain after Ladbroke, the market leader. Under the terms of the acquisition Leading Leisure will retain as investment properties 19 freehold properties and one long leasehold property all imprently occupied by Leisure Leading Leisure said that while it was its covered by the

Leading Leisure said that while it was its current intention to retain these properties, there was a put option prior to November 30 1989, in favour of Leading Leisure to dispose of these to Cural.

The total consideration in this event would be £19.2m in cash. At present Leading Leisure will receive £13m and will receive further amounts as

receive further amounts as leases are assigned and new licences are granted to Coral.

Gold Fields and Minorco react to Panel request

to know who would want

Consolidated Gold Fields, the Consolidated Gold Fields, the UK diversified mining group, yesterday admitted that the Takeover Panel had asked it "to clarify certain aspects of the valuation approach adopted" in a letter to shareholders on March 9 about the £3.2bn hid from Minerco, writes Kenneth Gooding.

writes Kenneth Gooding.
Minorco, the South Africancontrolled investment company, suggested this represented a significant wrap on
the knuckles for Gold Fields.
However, Gold Fields, which
made the clarification in
another letter gent to sharpholders on Wednesday,
attempted to dismiss the situation, as of Bitle importance.

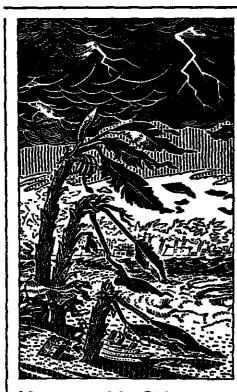
attingpost to quantes the acceptance.

"The Takeover Panel has not ruled Gold Fields' overall approach is either misleading or unacceptable," it stated.

Royal's Progress

"To maximise the non-life business we underwrite throughout the world compatible with the overriding requirement to produce a general insurance profit."

(Floyal Insurance corporate objective)



Unstoppable Gilbert didn't stop us

CU

A

to ate tion set Wh

ern has tior shir L

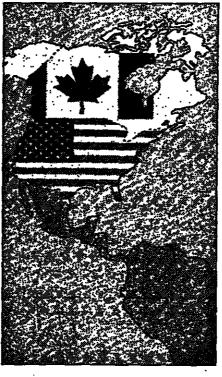
ters
paig
red
stra
sect
suci
The
effi
mor
ing

Although Hurricane Gilbert cost £10m, Royal International's largest operations in the Netherlands and Australia produced increased profits, outperforming their markets for the second consecutive year. New operations were developed in Japan, Taiwan and Spain.



2m homes, 1m vehicles

Major steps were made to increase markets, particularly the UK (where further significant business growth.



Progress in North America

Canada produced another strong performance, beating industry averages. In the USA, where profit opportunities where harder to find, we are eliminating segments of unprofitable business and building up relationships with key agents in areas with superior profit potential.



Annual Report 1988

For a fuller account of the progress made by Royal Insurance Holdings pic during the year, send for a copy of 1988's annual report.



Record UK Profitability:

our share of profitable insurance we insure over 2 million homes, 1 million vehicles and 250,000 businesses). Our innovative approach to home security incentives led to



Royal Insurance

Relations, Royal Insurance Holding	ĝs pic, 1 Comhill, London ECŜV 3QR.	
Please send me a copy of Royal in	surance's annual report.	· ·
Name:		
Address:	··	· ·
	Pretrovio	•

Royal insultance's annual report has been mailed to all chareholders, and is also available from Corporate

SBC resigns as Eagle broker

SWISS BANK Corporation has which should take place resigned as stockbroker and between advisers and a commerchant bank adviser to Eagle Trust the one-time high-flying mini-conglomerate whose shares have never recovered from the 1987 crash.

Charterhouse Bank is to take over as Eagle's new merchant says it is seeking a new stockbroker "with speed". Yesterday SBC, which takes

in the former Savory Milln stockbroking business, said that it had decided to resign after a "breakdown in communication" between themselves and the company. A spokesman for Eagle Trust, however, maintained that the group decided to switch advisers in the light of three departures from SBC. These, it said, had been its principle points of con-tact at the bank.

Elaborating on its own account of the split, SBC com-mented, The sort of dialogue

peny was not taking place. We nery was not taking place. We were reading things in the press witch gave as considerable disquiet. SBO said that it did not know whether the stories had any waster the stories and stories and stories are stories are stories are stories are stories and stories are stories are stories are stories are stories and stories are st

ries had any veracity since the company, had not discussed them with SBC.

In the light of this failure to invite the advisers "into the inner seneture" SBC said it inner sanctum", SBC said it felt it should step down.
The former advisers did,

however, concede that the problem had been exacerbated by the staff departures. These involved three individuals on the corporate finance, sales and research sides, who have left the group in recent months. SBC added that Eagle Trust had not refused to dis-cuss matters, but that meet-

Eagle Trust, however, maintained that any breakdown in

communication was due to these departures. Mr John Fer-riday, the company's new thirmen and chief executive, was not wallable fin comment.

complex three-way merger between Mitchell Somers, a Midland-based engineering group, the former loss making Audiotronics Holdings, and an unquoted company called Midland City Partnership, two years ago. The shares powered to over 50p in July, but shapped to just 10,25p in late-1988. They were 0.25p lower at 14.25p yesterday.

Mr Leslie Thomas, the for-mer non-executive chairman of Mitchell Somers became nonexecutive chairman of Eagle after the merger but resigned in October. Since then, he has been publicly critical of Barte's financial controls, although Mr Ferriday has strongly rejected

M J P POTGIETER



AECI Limited

Reg No. (04/02590/06) rated in the Republic of South Africa)

Notice to Preference Shareholders Dividend No 102

Notice is hereby given that on 10 March 1989 the directors of AECI Limited declared a dividend at the rate of 5.5 per cent per annum for the six months ending 16 June 1989 payable on that date to: holders of preference shares registered in the books of the Company at the close of business an

The dividend is declared in United Kingdom currency and cheques in payment will be posted from the offices of the transfer secretaries in South Africa and the United Kingdom on 15 June

Dividends payable from Johannesburg will be paid in South African currency at the rate of exchange ruling on 15 May 1989.

in respect of shareholders whose addresses in the share register are outside the republic of South Africa, the dividend is subject to the deduction of non-resident shareholders' tax in terms of South African law.

Dividends payable from the United Kingdom office will be subject to such tax deductions as are prescribed by United Kingdom legislation unless a certificate exempting the shareholder. concerned from such tax deduction is received before the closing of the registers.

Any change of address or dividend instruction must be received before the closing of the

The transfer books and registers of members in Johanneaburg and the United Kingdom will be closed from 22 April 1989 to 5 May 1989, both days inclusive.

31st March 1989

London SWIP 1PL England

Consolidated Share Registrars Limited 40 Commissioner Street Johannesburg, and Hill Samuel Registrars Limited 6 Greencoat Place

UK COMPANY NEWS

Good growth in most divisions despite restructuring costs

Senior Engineering up to £13.6m

is as talling

min Germ

100 May 100 Ma

WATE .

agle brok

200 1 30 70

erence

5:4

7. 4

化化二氯磺基甲基

7.00

Ranke tale

\[inercold

to Park

SENIOR ENGINEERING ing Moducel, Durham Tube, Group yesterday announced a Foster Wheeler Power Prod-47 per cent increase in pre-tax ucts, and TI Flexible Tubes,

23.77m were incurred during treatment £1.98m (£1.67m) on the year, including a £1.58m £11.66m (£10.4m); mining equipcost resulting from restructur-ing of the UK mining equipment division and a £2.19m loss from the sale of the Penn oss from the sale of the Ferm Machine Company in November. After these charges and dividend payments totalling 23.8m (23.18m), retained profit for the year was down to £1.5m from the previous year's 23.8m.

Senior made several acquisi-tions during the year, includ-

47 per cent increase in pre-tax profits from 193m to 113.6m in the year to December 81.

Turnover rose by 44 per cent to 2206.8m (£143.5m) and after tax of 24.4im (£2.71m) earnings per share grew by 20 per cent to 5.27p (5.22p). A final dividend of 1.6p has been proposed, making 2.6p (2.2p) for the year.

Extraordinary losses of £3.49m (£2.59) cent £23.77m were incurred during treatment £1.96m (£1.67m) on ment £2.54m (£1.84m) on £34.4m (£29.18m); thermal engineering £4.61m (£3.07m) on £86.96m (£52.48m); and Australasia £787,000 (£571,000) on

£5.48m (£4.4m)

The fall in profits in the construction services division was ascribed to provisions made tinging problems at its Senior Colman subsidiary.
Professor Roland Smith,

developing an engineering group based on serving specific markets but broadly-based enough not to be relient on narrow trade cycles.

Since the year end, Senior has acquired Guthrie Adams has acquired Guinrie Adams (Heat Treatment) and Premier Tubes, which will be run in association with Senior's other steel tube companies. Further, more substantial, acquisitions are planned in the UK and on the continent, the chairman

Senior's reticence in providing a profits breakdown has finally been overcome, giving a clearer picture of the anatomy of the company. That picture shows that Senior is enjoying good growth in most of its divisions with impressive increases in sales, boosted by acquisitions, and steady gains in margins. The construction services division is the one services division is the one major exception to the trend major exception to the trend but the company claims the fall in profits is a temporary blip which will be overcome this year. The thermal engi-neering division has also seen a fall in margins but this is mainly due to the time it has taken to reap the full benefits from the Foster Wheeler Power Products acquisition. The

increasing margins in the min-



Roland Smith, chairman: further acquisitions planned ing equipment sector are par-ticularly noteworthy at a time when others in the field are

when others in the next are suffering. Pre-tax profits of about £16m look achievable, excluding possible acquisi-tions, putting Senior on a pro-spective p/e ratio of just under 10, which looks reasonable for the current year. Senior would seem to have sound growth potential but it is not going to set the stock market alight.

Plaxton disposal

Plaxton is to sell Kirkby Trucks to Sherwood Holdings for some £1.35m cash. The price is in excess of book value.

Enlarged Weir 47% higher at £19.1m

conditions and an exceptional silam profit from a land sale helped Weir Group, the Glas-gow-based engineering com-pany, to increase its 1988 profits by 47 per cent to £19.1m from £18.1m.

Acquisitions accounted for about a quarter of the 43 per cent growth in operating profits to \$17m. Turnover increased by 25 per cent to \$171.4m (\$137.3m).

The company reported an "exceptionally good" level of new orders, at \$210m, in 1988. These were well soread across

new orders, at £210m, in 1988. These were well spread across its main product and geographical markets. In 1989, some increase is expected in its exports, which account for about 60 per cent of orders.

Engineering products increased profits by 23 per cent to £8.2m (£6.7m) while engineering services improved.

cent to £8.2m (£6.7m) while engineering services improved profits by 58 per cent to £9.26m (£5.85m). The company's sole remaining loss-maker, the Westgarth desalination plant, is expected to move back into profit this year following its merger with Liquid Gas Equipment, which was acquired last year.

Interest income fell from

this week by the £7m proceeds

charge this year.

Earnings per share including exceptional items rose from 17.5p to 26.8p. A final dividend of 4.75p makes a total of 7p (4.5p). **O COMMENT** Yesterday's robust results

Interest income fell from 21.1m to £892,000. Weir's cash balance of £17.4m was boosted

MARKET from the sale of its Howden stake, on which it made a profit of £2.5m. The change in accounting rules on pensions is expected to result in a £1m

gave Welr an opportunity to scotch the common perception scotch the common perception that it is skewed towards power generation. Its chock-full order book is evenly spread between the power, marine, oil, water and indus-trial sectors, giving it a relatively secure base over the next few years - even if one or more business begin to fai-ter. Indeed, economic uncer-tainty is not all bad news for weir, as it might bring down the cost of acquisitions, allow-ing its cash pile to come into its own. All this helps explain Weir's premium rating of 11 based on a pre-tax profits fore-cast of £21.5m, a tax charge of 22 per cent and a share price, up 2p at 315p. That rating looks justified but in the short term there is likely to be better value elsewhere in the engineering sector.

U.S. \$400,000,000 BankAmerica Corporation Floating Rate Subordinated Capital Notes Due 1996 (originally issued by) **BankAmerica** Overseas Finance Corporation N.V. 10,625% per ennum Interest Rate Interest Payment Date

Credit Sulme First Boston Limited

CITICORP •

Subordinated Floating Rate Notes Due January 30, 1998 Notice is hereby given that the Rate of Interest has been fixed at 10.325% and that the interest payable on the relevant Interest Payment Date April 28, 1989 against Coupon No. 39 in respect of US\$10,000 naminal of the Notes will be US\$80.31. March 31, 1989, London By: Citibank, N.A. (CSSI Dept.), Agent Bank CITIBANG

> . C/T/CORP® U.S. \$500,000,000 **Subordinated Floating Rate Notes**

Draw October 25, 2005
Notice is hereby given that the Rate of Interest has been fixed at 10.35% and that the interest payable on the relevant Interest Payment Date April 28, 1989 against Coupon No. 42 in respect of US\$10,000 nominal of the Notes will be US\$80.50.

March 31, 1989, Landon By: Citibank, N.A. (CSSI Dept.), Agent Bank CITIBANCO

CITICORPO

U.S. \$350,000,000

Subordinated Floating Rate Notes Due November 27, 2035

Notice is hereby given that the Rate of interest has been fixed at 10.35% in respect of the Original Notes and 10.4375% in respect of the Enhancement Notes, and that the interest payable on the relevant interest Payment Date April 28, 1989 against Coupan No. 41 in respect of US\$10,000 nominal of the Notes will be US\$80.50 in respect of the Original Notes and US\$81.18 in respect of the Enhancement Notes. March 37, 1989, London By: Citibank, N.A. (CSS) Dept.), Agent Bank CTTBANK

More strength than meets the eye

The Taylor Woodrow team has pulled successfully together for nearly seventy years.

Continued profit growth, year after year, has come from real in-depth strength in each of our core businesses.

We have become a leading property company with a balanced international portfolio covering all sectors and

providing a growing stream of profits.

In house building, Taylor Woodrow has successful and expanding operations in the U.K., U.S.A., Canada, Australia and Spain.

And as one of Britain's leading construction groups we design, manage and build a wide range of projects including some

of the world's most demanding contracts. Added to all this is our growing strength in minerals and trading.

The key to our success lies in teamwork, a balance of businesses and depth of skills and experience. There's a lot more strength behind TAYLOR our famous logo ARAB than meets the eve.



THE TEAM ON THE MOVE

Taylor Woodrow Group, 345 Ruislip Road, Southall, Middlesez UB1 2QX

Supporting Free Enterprise

This information, for which the Directors of Taylor Woodrow ple are solely responsible, has been approved by Touche Ross & Co., who are authorised to carry our Investment Business by the Institute of Chartered Accountants in England and Wales.

Macfarlane advances 31% to a record £7.3m

ALL FOUR of its divisions contributed to the record pre-tax profits of 27.3m suncounced by Macfarlane Group (Clansman), Glasgow-based packaging and printing group, for the year to December 31. That figure was 31 per cent up on the

year to December 31. That fig-ure was 31 per cent up on the previous £5.58m.

The proposed final dividend is lifted to 2.5p (2.08p) for a total of 4.35p (3.31p). Earnings were 14.3p (12.3p) after tax of £2.65m (£1.71m).

Turnover advanced 27 per cent to £35.44m (£87.16m) and the chairman said that prog-ress had continued in 1989 with sales and profits ahead of this time last year.

aging division by amalgamating four businesses, resulting in one large company, Clausman Cases. The group intended to strengthen its packaging distribution in the UK and to extend it into Europe by acquiring additional

the chairman said that prog-ress had continued in 1969 with sales and profits ahead of this time last year.

Order books remained

There was an exceptional charge of £98,000 (nil). An extraordinary £67,000 (nil) debit comprised disposal, clo-sure and reorganisation costs.

Consumer spending boost helps Brooks top £2m

BROOKS SERVICE Group, the retail dry cleaning and linen supply company, yesterday reported taxable profits 26 per retail dry cleaning and linen supply company, yesterday reported taxable profits 26 per cent higher in 1968 at £2.05m. Turnover rose from £14.94m to

\$16.94m. Mr Simon Brooks, chairman, said that the textile rental operations showed a year-on-year profits increase of 35 per cent, reflecting higher consumer spending in restaurants and hotels. The workwear side achieved higher margins.

However, margins in the

nificant profits increases over the year, he stated.

The group has also expanded into the security business through the purchase of Focus, a Bristol-based closed circuit television company. Maximum consideration is £805,000.

Rarnings per share were 18.19 (11.29). The recommended final dividend of 3.4p gives a total of 5p (4.2p) for the year.

Corporate Estates strongly at Murray ahead at £3.5m | Ventures

Corporate Estates Properties, enlarged in January via a merger with the Marylebone Estates Company returned compared with 316.5p a year profits of £3.55m pre-tax for the

1988 year. That compares with 1987's £805,085 and with the forecast of not less than £3.25m made at the time of the merger. As a result of the merger the group has grow assets in excess of £70m and net assets of more than £37m, equal to 75p per

erate from £5.42m to £29.18m. Basic earnings worked through at 6.84p (2.07p) and fully diluted at 6.61p (1.93p). The final dividend is the forecast 1.75p, which raises the total from 0.75p to 3p. The compa-ny's shares are traded on the

Ventures, investment trust, stood at 395.2p at January 31 compared with 316.5p a year earlier. Net revenue for the six months to end-January rose from £799.000 to £859.000 after tax of £299,564 against

£279,779. The interim dividend is raised to 2.5p (2.15p), with earnings ahead from 3.4lp to 4.12p.
Murray was one of the first

companies to provide finance for management buy-outs, which had proved very profitable, directors said. Since 1984 profits of £15.3m had been realised from such investments in addition to £5.2m profits from other unlisted investments. A further £4.1m investment in this

DC Gardner 73% up at £1m

DC Gardner Group, the USM-quoted company which provides consulting and train-ing services for banks, achieved a 73 per cent jump in

pre-tax profits in 1988.
The £1.05m result compared with £605,000 and was struck on turnover more than doubled at £6.09m (£2.93m). After increased tax of £376,000 there were favourable signs of (£229,000), earnings per 5p share were hoisted to 11.4p (8.7p). The directors have recommended payment of a 2.2p line with expectations.

final dividend as forecast, making a total of 3.3p for the year.

With the group's field of operation remaining buoyant, the directors expected growth to continue and they were cautiously confident for the future. On the international front in 1988, the Australian subsidiary incurred a loss but subsidiary incurred a loss but there were favourable signs of

Food Industries expands to LE6m

Boosted by acquisitions, Food Industries, formerly Mer-chants' Warehousing, achieved pre-tax profits of 156.1m (55.1m) on turnover of 297.44m in 1988, Last full year profits and sales of Merchants' Warehousing amounted to £361,000 and

23.83m respectively.

The results of the Dublinbased conditional and dry stor-age group reflected full year contributions from Drum-monds Minch Norton, and Ball-ieboro Foods. Results of the Laird Group are included for six months, and of Bailie Foods as a 50 per cent associate for

seven months and as a wholly-owned subsidiary for five A final dividend of 2.7p (1.1)

is proposed for a total of 4p (2p), payable from earnings of 16.05p (3.42p).

An extraordinary credit of 2335,000 (£165,000 debit) related to the disposal of the company's investment in Tara Meats

and property sales.

Directors said that with the core operations firmly in place future growth would come from expansion of existing operations and through acqui-

Correction

Prospective Group

months to January 31 1989. The Financial Times There was no extraordinary incorrectly reported yesterday debt for this period. A £481,000 extraordinary debit was incurred an extraordinary incurred in the previous corredebit of £481,000 in the six

CREST NICHOLSON PLC

RESULTS FOR THE YEAR ENDED 31 OCTOBER 1988

Profit before tax was a record £36M - up 50% on 1987

Turnover increased to £268M - up 20% on 1987

Earnings per share increased to 25.62p - up 30% on 1987

Total dividend increased to 7.15p - up 25% on 1987

Shareholders' funds £140M - net borrowings £12M - Gearing 8%

David Donne, Chairman, commented:

"This year has been one of significant progress for Crest Nicholson with a major increase in profit. In addition, the strategy of concentrating on proven areas of expertise - residential property development, commercial property development and construction - has been pursued with vigour. We are confident that the new balance achieved by the concentration of our activities ensures that we can look forward to another successful year."

Copies of the 1988 Annual Report and Accounts can be obtained from The Secretary at Crest Nicholson Plc, Crest House, Station Road, Egham, Surrey TW20 9NP.



Gestetner Holdings PLC

At the Company's Annual General Meeting on 30th March 1989, a final cash dividend of 4.5p per share in respect of the 53 weeks ended 5th November 1988 was approved for payment, on 4th April 1989 to holders of Ordinary shares registered at the close of business on 10th February 1989.

Holders of Ordinary shares in bearer form should lodge Coupon 127 at Barclays Bank PLC, Securities Services Department, 54 Lombard Street, London, EC3P3AH on or after 4th April 1989 for their entitlement to the above dividend.

Holders of Ordinary Capital shares are reminded that, whilst they have no entitlement to a cash dividend at this time, they are entitled to scrip in lieu of the final dividend for the 53 weeks ended 5th November 1988. Such entitlement, based upon each Ordinary Capital share registered at close of business on 10th February 1989, is as follows:

based on the average price of

219.588235p

for each Ordinary Capital share held, holders will receive

0.0273239 of an Ordinary Capital share

Fractions of new shares will be sold for the benefit of the Company. Scrip, allotted on 31st March 1989, will be despatched to registered shareholders on 3rd April 1989.

Holders of Ordinary Capital shares in bearer form should lodge Coupon 127, with allotment instructions, at Barclays Bank PLC, Securities Services Department, 54 Lombard Street, London EC3P 3AH on or after 3rd April 1989 for their entitlement to registered Ordinary Capital shares in accordance with

210 Euston Road London NW1 2DA 31st March 1989

R.L.E. Lewis Company Secretary

UK COMPANY NEWS

More O'Ferrall surges to £9.52m

MORE O'FERRALL, the than doubled to film last year, outdoor poster contractor which includes Adshel, the dominant force in UK bus shelter advertising, increased pre-tax profits by 34 per cent to 29.52m in 1988.

Aided by a slightly lower tax charge, earnings per share rose by 36 per cent to 25.5p (18.8p). A final dividend of 7.6p (5.4p) raises the total by 39 per cent to 10p (7.2p).

The pre-tax advance from

£7.12m came on turnover ahead by 16 per cent to £44.5m (£38.3m). At the operating level, margins improved from 20 per cent to 23.3 per

Mr Russell Gore-Andrews, chairman, said this reflected greater marketing efforts and strict controls on overheads. reater marketing efforts and and Ireland for 3 per cent. The total comes back to 100 per cent taking account of losses

1988, and similar investment is planned in 1989.

By the year-end, the group intends to have doubled to 60 per cent the proportion of Adshel sites which have been converted to Superlites, back-illuminated panels which companies a rate preprint of the tendent of the second state of the second state of the second secon mand a rate premium of up to

As a result of last year's

spending, net interest payable rose to £839,000 (£534,000), and gearing jumped from 28 per gearing jumped from 28 per cent to 75 per cent. Mr Trevor Maund, finance director, said gearing was unlikely to breach the 100 per cent level in 1989. The UK accounted for 84 per cent of operating profit, France and Belgium for 14 per cent and Instant for 8 per cent The from the group's start-up oper-ation in Talwan. Coast-United, which owns

21,000 benches at Californian bus stops, is unlikely in 1989 to do more than cover the costs of financing last year's \$5.5m (£3.24m) acquisition.

6 COMMENT

Through a swap of sites with privately owned Arthur Maiden, More O'Ferrall has increased its specialist emphasis, on hus shelters at one end of the market and on "supersites" at the other. The latter panels are at least 50 per cent larger than, and sometimes double the size of, the standard 20 ft wide by 10 ft high bill-board poster. This leaves Maiden and MAF's Mills & Allen subsidiary to sing it out in the middle ground although in the middle ground, although

they too are benefiting from the move towards added-value in the sale of poster space, and it is not clear how much real competition there is among contractors these days. More O'Ferrall, in any case, is the Superlite experiment bears this.

Superlite experiment bears this out. The premium rate card has been successfully defended against discounting, and the pay-back period for conversion costs appears to be considerably less than two years. Assuming pre-tax profits of f12.5m, the prospective ple is just over 11. More O'Ferrall is unlikely to repeat the past year's 60 per cent out-performance of the market, but it should continue to gain ground.

between commitment to high

eps growth and its achieve-

ment. The shares, however, do not seem to have taken the message to heart: at yester-

day's 175p, a likely 29.4m pre-tax this year (meaning 10 per

cent growth in eps) leaves them looking unabashed on a p/e multiple of over 10. Proba-bly this reflects confidence in the quality of the management and Mr Kirk's achievements at

the company in the three years since he joined. However justifiable that may be — and it is probably quite a bit — the

group's vulnerability to a downturn in consumer demand for electrical products and win-

dow and door fittings does not suggest that the fight back to high earnings per share growth will be an easy one.

Town Centre

Securities ...

achieves £2m

only pure play in outdoor advertising, and no one else knows the business better. The

Lambert Howarth hit by surge in imports

By Alice Revethorn

LAMBERT HOWARTH, the footwear and luggage ground fell from a pre-tax profit of 52.12m into a loss of ESTA COL in 1988 because of the intensely competitive condi-tions in the UK footwear mar-

In the last year Lambert, like the rest of the UK shoe industry, has been hit by a

35 m 1

. . . .

industry, has been hit by a sharp surge of south east Asian imports fuelled by the strength of the pound. This influx has imposed pressure on output and profitability.

The problem of increasing imports was exacerbated by difficulties in launching the new Hitz range of sports shoes. The group has had to write down significant stocks due to these difficulties.

Mr Martin Jordan, non-executive chairman, said he was confident that the group's problems were over. There

problems were over. There may be some further "minor reorganisation", but "nothing like the traumes of last year",

Turnover rose to £44.32m (£41.97m), but operating profits fell to £199,000 (£3.34m). The cost of footweer redundan-cies and expenses associated with the resignation of Mr Alan Linton, the chief execu-tive who left last autumn; were expressed as an excep-tional item of 2376,000.

tional item of 2375,000.

Losses per share worked through at 5.8p sgalngt carnings of 27.4p. The proposed final dividend of 6p leaves the total suchanged at 8.5p.

The group was last year forced to cut costs at its feet wear factories in Lancashire and the Jele of Man. It also

wear factories in Lancashire and the Isle of Man. It also closed a factory in Hacip, Ian-cashire and has reduced its workforce by about 100 people. Mr Jordan said there had been no real improvement in the footwear market since the

no real improvement in the footwear market since the start of the new financial year, but the factories were now trading profitably.

Lumbert encountered problems with Hitz sports shoot sourced in south east Asia. The quantity ordered was too high and the quality image-quate. Mr Jordan said Hitz had been well received by the marketplace and should now become profitable.

Two years ago Lambert diversified into inggage, by baying Einstein Spatinstes, which incredes that Custom and Globetrotter brailly against. It had hoped that the acquisition would counter the cyclicality of the footwear market, but Custom has sufficed from intense pressure on margins in the beautiful markets. intense pressure on m the luggage market.

Fred. Cooper moves ahead 46% to £4.5m

POOR PROFITS from a big USM-quoted manufacturer of acquisition badly dented growth in earnings per share at Frederick Cooper, the Bir-mingham-based industrial conglomerate, in the half-year to

Pre-tax profits for the group rose by nearly 46 per cent, from £3.09m to £4.5m, but fully diluted earnings per share rose by only 5.1 per cent to 8.2p

Cooper's often-repeated objective is to achieve earnings per share growth that ranks the group in the upper quartile of all London-quoted compa-nies. But Mr Eddie Kirk, chair-man, said yesterday: "We are going to miss our objective this

Mr Kirk blamed poor profits from Lorlin Electronics, the

pared with a £238,000 profit on audio. Exceptional items of

£1.02m arrived at before the pre-tax loss included £800,000

of stock provisions following

substantial rationalisation and re-organisation of the clothing division.

held with a payment of 0.75p for the nine months period; the net loss per share was 7.4p.

Amberley Holdings, a European building preserva-tion specialist, is coming to the USM through a placing which will value it at about £3.5m.

Brown Shipley Stockbroking

is placing 2.2m ordinary shares at 57p each to raise £1.25m

Dealings are expected to start

The group provides damp

proofing services to the domes-tic market and local authori-

ties. The company, which was formed from the buy-out of the

France-based Murprotec in 1983, has branches in France,

A profit of at least £545,000 is

forecast for the year to March

1989, which points to a p/e of 10.5 at the issue price.

Belgium and the Netherlands.

on April 6.

Amberley to

By Vanessa Houlder

ioin USM

Meantime the dividend is

electrical switches and connectors bought for £15.1m in convertible preference shares last year. He claimed that the company had turned out to be operating at only half the pre-viously reported level of profit-ability and said writs had been issued on its former auditors

and directors. "But Lorlin is responding very well to treatment and I believe it will eventually become one of the star performers of the group," he main-

The latest results also include a first-time contribution from another large acqui-sition - Gibbons of Willenhall, the lockmaker, also bought for convertible stock last year.

Mr Kirk said that underlying profits growth in the rest of the group was nevertheless a highly satisfactory 27 per cent. Turnover was up from £24.8m to £32.6m and Mr Kirk said the outstanding order book of £16m was at an all-time

high.
The dividend is lifted by 23 per cent to 1.85p (1.1p).
Spending on tooling and equipment came to £1.5m in the first half and this should result in several product launches in the second – though some are running behind schedule because of a backlog of work among tool-

COMMENT

Frederick Cooper's poor earn-ings per share figure is a grim reminder that a gulf yawns

Fleming Investment high income trust launched

By Heather Farmbrough

FLEMING INVESTMENT cent, compared with the curfirst high income investment trust to the public today. If fully subscribed at the offer

be capitalised at £25m.
The trust is offering 25m ordinary shares at 100p with and trading is expected to start warrants attached on a onefor-five basis. These confer the minimum application for right to subscribe for one ordinary share at 100p on August 1 The offer is being sponsored between 1993 and 1996.

and underwritten by Robert

Trust Management, a subsiderent yield on the Financial iary of Robert Fleming, the Times Actuaries All Share merchant bank, is offering its index of 4.2 per cent.

In order to provide a target yield of at least 150 per cent above the All Share Index, up price, the Fleming High to 35 per cent of the fund may income Investment trust will be invested in convertible preference shares. The offer closes on April 12

The trust will be one of the highest yielding on the market, with a forecast yield of 7 per and underwritten by Robert Fleming and the broker to the highest yielding on the market, with a forecast yield of 7 per WoodMac.

Splash abandons fight

By David Waller

Splash Products, the T-shirt spinsh raddeds, the 1-sint company and character mer-chandiser, has abandoned its fight to stay independent of Astra Trust and has advised

shareisiders to accept Astra's 514m share-only hid. Following discussions last week, those directors of Spiash who had not already backed Astra - following the defection of two board-members early on in the hid - decided to accept the offer in respect of their holdings representing 25.8 per cent of Splash shares.

Their change of heart took Astra well beyond the 50 per cent mark and the bid has thus been declared unconditional as to acceptances. Mr Robert Ballinger, Splash's existing chairman, and his boardroom col-

leagues will be staying on to run the business.
Astra, an engineering, property and financial services group run by the ambitious 23-year old Mr Theo Paphitis, won shareholder approval for a capital reconstruction and a change of name to AT Trust.

PRESTWICH Holdings has further reduced its character merchandising business with the sale of Hayjax Manufacturing to Lanca, the importer of handbags and clothes, for up to £233,000, writes Andrew Hill.

Lanca already holds licences, through its Frankel & Roth subsidiary, to reproduce fic-

acters such as Mickey Mouse, Bambi, Winnie the Pooh and Thomas the Tank Engine. In January, Prestwich sold for £5m Mobile, its T-shirt printing and character mer-chandising subsidiary, to Splash Products.

Prestwich aims to concentrate on its core video cassette and compact disc business. In the year to June 30 1988, Haylax made pre-tax losses of £36,432 on turnover of £2.92m. Lanca will make one half of the £233,000 payment for the company in a year and the other in two years' time.

Prestwich sale to Lanca

tional characters on shoes, bags and clothing. The deal with Prestwich

should expand this range of merchandise to include towels, duvet covers and bed linen. Hayjax holds licences for char-

NOTICE OF RESIGNATION AND APPOINTMENT



The Kingdom of Thailand U.S.\$60,000,000 Floating Rate Notes due 2005

Electricity Generating Authority of Thailand U.S.\$195,000,000 Floating Rate Notes due 2005





Petroleum Authority of Thailand

Floating Rate Notes due 2005 Notice is hereby given that Lloyds Merchant Bank Limited has resigned as Reference Agent with effect from the date hereof. Lloyds Bank Pic at Faryners House, 25 Monument Street, London EC3R 8BQ has been appointed successor Reference Agent.

U.S.\$145,000,000



Town Centre Securities, the property investor and developer, pushed pre-tax profits ahead by £404,000 to £2.09m in

the six months to December 31. The 1938 profit figure includes property dealing profits of £136,000 (nil). Gross rental and investment income amounted to 25.6m, up from \$4.51m, while group revenue before interest charges was up from \$3.26m to \$4.05m, Tax toes to 2730,000 (£588,000); leaving earnings up at 1,48p (1,17p) per share. The directors have declared an increased interim dividend of 0.6p (0.5p).

The company said that profits generated by the investment properties should continue to grow steadily.

TOTAL COMPAGNIE FRANÇAISE DES PETROLES Financial Results of the Parent Company for the year 1928

At its meeting on 29 Merch 1989, the Board of Directors reviewed the financial statements of TOTAL COMPAGNIE FRANÇAISE DES PETROLES, the parent company, fortife: 1988 (in millions of francs: MF).

1. Net profit amounted to 1,022 MF against 1,382 MF in 1987. Dividends received from subsidiaries were 1,672 MF (bickeths 1,053 MF from production subsidiaries), compared with 1,753 MF the previous year (including 1,305 MF from production subsidiaries). 2. The net total of provisions for depreciation, reliably matrix to

subsidiaries engaged in petroleum and minerala exploitation; was 669 MF, against a net write-back of 46 MF in 1987. This significant write-back in 1987, principally due to the disposal of the Italian refining and marketing subsidiary, in fact resultad: in an exceptional profit that year of the order of 1,100 ME 3. At the Annual General Meeting, the Board will recommend the distribution of a dividend of 20 Fper share, unchanged from 1987, to which would be added a tax credit of 10 F making a

total of 30 F. The total dividend will therefore amount to 727 MF. 4. The consolidated financial results of the Group will be reviewed by the Board at its meeting on 26 April. An estimate based on currently available data puts the consolidated profit at approximately 2 billion france. After deduction of minority interests, the Croup's state of the profit should be of the

order of 1.5 billion france. As a result of the fall in crude of prices in 1988, there was a reversal of stockholding movements; these showed a loss of 0.6 billion france as opposed to a gain of 0.2 billion france as opposed t consolidated result will therefore amount to approximately 2.6 billion francs, which is twice as high as the previous years from:

Banco Nacional do Desenvolvimento **Economico**

U.S.\$50,000,000 Floating Rate Notes 1989

Notice is hereby given pursuant to the Terms and Conditions of the Notes that for the three months from 31st March 1989 to 30th June 1989 the Notes will carry an interest rate of 10%% per annum.
On 30th June 1989 interest of U.S.\$27.17 will be due per U.S.\$1,000 Note and U.S.\$271.74 due per U.S.\$10,000 Note for Coupon No. 40.

EBC Amro Bank Limited

TO SET 1

المكذاصم الأعل

FINANCIAL TIMES

Though the area has become a focal point for institutional

investors, much of the development has

been undertaken by local concerns. The market has been driven by internal factors rather than outside influences, write Paul Cheeseright

Quite tasty, in parts

and lan Hamilton Fazey

MANCHESTER is enjoying a considerable economic revival. Surveys by the regional cham-Surveys by the regional chamber of commerce show that business confidence has been running high for the last three years, in spite of continuing worries about skill shortages and high interest rates.

The effect on the property market, though, is still something of a carate's egg, with some areas very much more browant this others. A look at

A PARTY OF THE PAR

" PEIR

Section 200

日本は、記事を

--- : 'bas

FF 15: Gra

in military

12 mg

YOU WITE

ectan die

Law State

True Sign 3

meckelpas e

البيط عندسمه

11 12 1 X Berry (M

ili ili 🕒 💆 🗸

ं-सम्बद्ध र स्था

ು ವರ್ಷ

September 15 Septe ita Kat Alla Ra

, All His

buoyant than others. A look at the unemployment figures helps explain why. There were 115,286 people on the register last December, or 10.2 per cent of people of working age. These are still high figures, but they are encouraging because in July they were 120,296 and 11.5

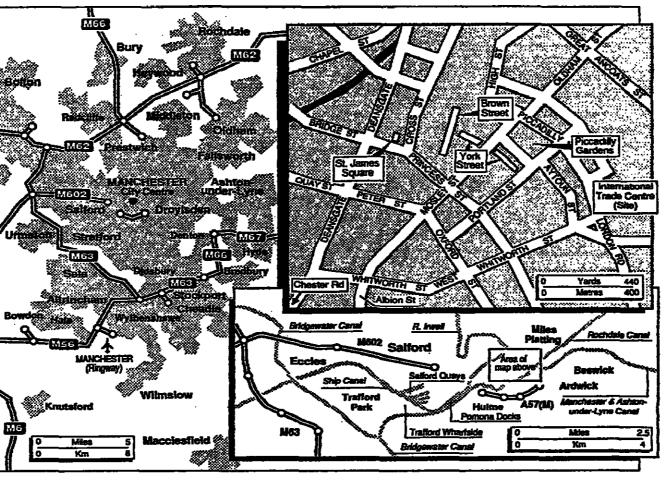
per tent respectively.

The figures also disguise some wide variations within the commission of 10 boroughs and 2.5m people. For example, older industrial areas such as Bolton, Bury, Oldham and Rochdale - in the north and east of the tirban sprawl - all have unemployment rates over 10 per cent. However, things get better towards the south. with the Manchester travel-to-work area itself down to 9.7 per cent and the Macclesfield area of east Cheshire reporting an unemployment rate of only 43

Property prices reflect this pattern, rising towards the south. Indeed, towns like Wilmslow, on the fringe of the contribution in the Cheshire countryside, have enjoyed much higher levels of office rentals for most of the 1980s. Proximity to Manchester Air-port and the national motorway network are principal rea-sons, coupled with a generally green arboricultural pleasant-

Looks, feel and affluence extend widely across the southern swathe of Greater Manchester, in a rough trian-gie founded on Stockport to the east, Altrincham to the west and Macclesfield to the south. This is stockbroker-belt Manchester on the residential front, sunrise industry in employment terms. High technology companies such as Simon Engineering, Ferranti, ICI Pharmaceuticals and Ciba-Geigy are strong. A proliferating network of smaller busies supply and service them and others

The northern areas of the conurbation are reviving but more slowly. Of greater strategic significance, however, is what is happening in the cen-tre. Trafford Park Urban Development Corporation has





into Europe's oldest industrial estate - a 2,000-acre vastness situated largely between the historic Bridgewater and Manchester Ship Canals, but also bounded by the city centre and the newly-widened M63 motor-

Investment and reinvest-Investment and reinvest-ment by larger companies in Trafford Park are now running at hundreds of millions of pounds. Cerestar, the Italian-owned food refining group, has even taken advantage of the newly-guaranteed long-term navigability of the Ship Canal's upper reaches to expand its ship-smoolied plant. ship-supplied plant.
Not that Manchester Docks
will be resuming their former

bustle as far as ocean-going container ships are concerned. The main docks have now been converted into Salford Quays, a complete village of residen-tial and leisure developments, by Urban Waterside, the first private sector development corporation in Britain. Commercial property around the old docks and the ship canal has been a market of its own since the early 1980s, thanks to the designation of two enterprise zones, one on each side of the

created now appears less of a distortion, however, because other parts of Greater Manchester have been recovering economically. Growth and general recovery

have helped fuel the continu-ing emergence of Manchester's financial and professional community, now a job-creating, self-sufficient industry of banks, merchant banks, finance houses, entrepreneur-ial solicitors, accountants, insurance brokers, actuaries and the like. Demand for more and better office space has risen in the city centre as a

result, relegating memories of office blocks peppered with "To Let" signs to yesteryear.

Older, run-down areas remain in the city, but the Government's Central Manchester Development Corpora-tion is working on that, with the full co-operation of the city

One of the most serious of these blighted areas is proba-bly to the east, where the Man-chester City Council has been seeking to promote small-scale revival schemes. The most encouraging factor has been

tive housing development and the disclosure of plans by com-panies like Grand Metropolitan and Peel Holdings for specula-tive retail and commercial

But it is precisely areas like this which would be most quickly and worst afflicted if the regional economic revival was choked off by a combina-

CONTENTS Pariners in regeneration; re dential market; industry

tion of high interest and exchange rates. It is not a foregone conclusion that the revival is sustained and deep enough to withstand such

adverse factors.

Manchester's problems in this regard are little different from those of other centres like Birmingham, Leeds and Glasgow. But the effect on the property market would not be erty market would not be immediate. Any property mar-ket decline, caused by a lessen-ing of demand, would be slow rather than violent as developand investors' confidence ebbed away.

That is one bad case sce-nario. Another springs from over-enthusiasm. This is the notion that the property mar-ket will respond too vigorously to the rise in demand for space and build itself into a surplus which in turn would lead to static rents and possibly slipping values.

The second may prove to be more a realistic projection than the first. It has happened before. Indeed those "To Let signs which peppered the central city area only three years ago were at least partly the result of the fact that there was a simplies of space from the previous boom which had to be absorbed before rents started to move up.

So far, this over-supply has not emerged. There is a short-age of office space and rems have climbed as they have done elsewhere in Britain. But if all the plans to develop were actually carried to fruition, then the situation could

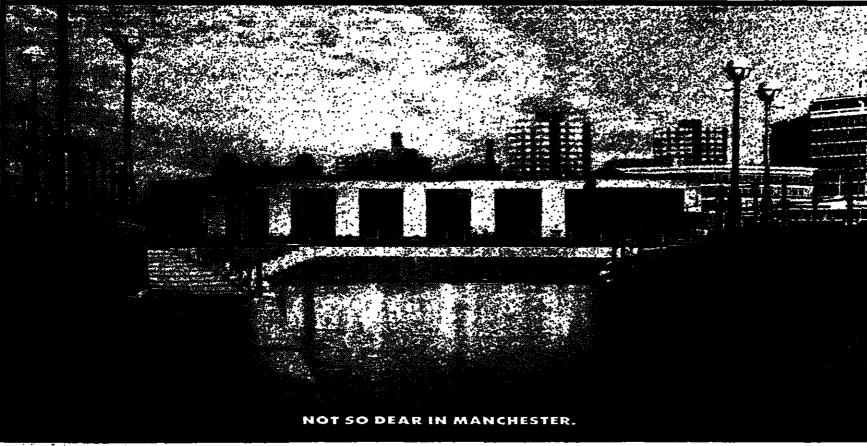
change.
Equally, there is a shortage of suitable industrial space.

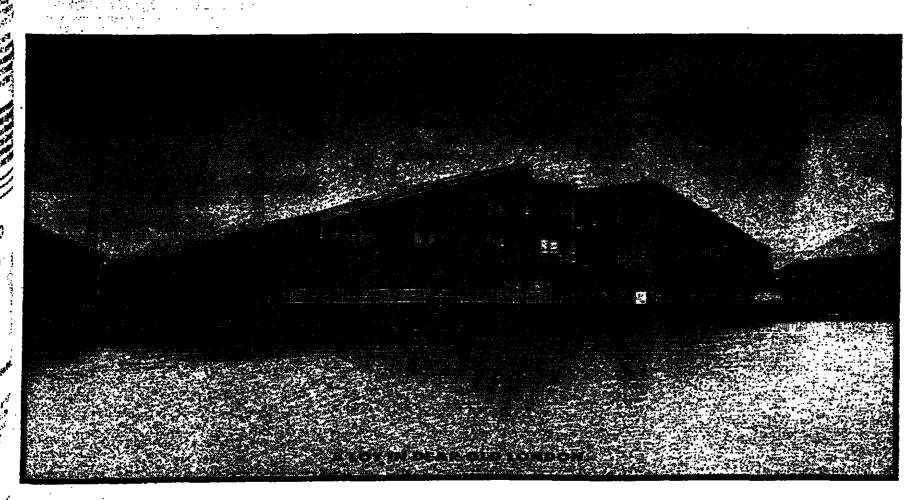
Once developers start believing that any vacant space will zble." Manchester has a whole stock of large and ill-favoured premises available which do not fit in with the needs of an automatically be taken up by companies pressing to leave the South-East, they are probaeconomy which is turning increasingly to light industry. Again, there is a shortage of

bly in for trouble.
This is not to say that companies have not or will not relocate. It is to say that every reclaimed land on which to build such premises, although there is plenty of derelict land. The industrial and office sec-UK regional centre now talks about the exodus from the South-East and the lob of attraction is becoming more tors intersect at the point that developers like to find sites on competitive. Also, surveys in the South-East show that most which they can build premises companies prefer to stay and suitable for general business use and therefore commanding

expand where they are. On the retail side, the market forces are rether different Here the pressures for and against development are local. The interests of the city centre are set against those of outly-ing boroughs and so on. But the fact is that retail develop-ment has probably not been as strong in Manchester as in

other regional centres.
This suggests that there is ground to be made up and that proposals in the pipeline for central developments will carry on, despite higher inter-est rates, simply because they will be catering for the situation in two or three years.





HOW MUCH **DOES IT COST TO RENT ON** THE WATERSIDE?

rents higher than those for mere sheds. So the more

vibrant the office sector, the

tighter the squeeze on new

But this comes back to the strength of the economic

revival. Thus far, it has been

the case that the demand for space in Manchester has been

coming largely from local com-

panies or from companies mov-

ing around and expanding

within the region. This gives

the property market an inher-

ble as long as it caters primarily to local and regional needs.

The market will remain sta-

industrial space.

ent strength.



ONCE YOU'VE SEEN WHAT'S UP HERE, WILL YOU STILL BE DOWN THERE? Call Derek Farmer on 861-848 8484 or write to him at: Trafford Park Development Corps Weterside, Traiford Wharf Road, Traiford Park, Manchester M17 1EX.

The city centre's map is being redrawn again

Merry-go-round gets under way

IN LITTLE more than 18 months Manchester's office scene has been transformed. Chut turns to famine as rents soar and cash-rich investors chase fresh opportunities. The city centre map is being redrawn once more, and this time it reflects expansion.

Within the square half mile, the traditional financial core, activity is held in check by existing tenancies, by listed facades and conservation areas, and by lack of sites. Any new-build tends to be redevel-opment of dated 1950s or 1960s blocks. However the major chartered

However the major chartered accountants, whose activities normally signal a merry-go-round at the top of the market, are on the move again. They, too, have grown with the times; they need more space, a higher office specification and, with increasing calls to service the region, adequate to service the region, adequate car parking. They are in the process of being drawn to the core's fringe, where they can negotiate a substantial pre-let

on favourable terms. Coopers & Lybrand was the first off the mark, shifting across Portland Street to an area previously better known for its Victorian court house.

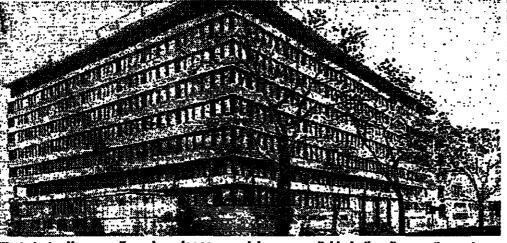
Another major firm is thought to be looking very seriously at a 70,000 sq it infill site down Portland Street which has served as nondescript off-street car parking since the last war.

There is interest, too, in an as yet unbuilt 80,000 sq ft block on Albion Street, out beyond the GMEX exhibition centre. Albion Street is a few minutes from the dual carriageway leading to M56 and M6. It is also close to a station on the

first Metrolink supertram line. Such moves take time. Meanwhile, this spring's action is itself a little off-centre. The former County Hall building facing Piccadilly Gardens is about to be relaunched after complete refurbishment by Parc Securities as Westminster

When the county council was disbanded in April 1986, pundits saw a dim future for this undistinguished 1970s eight-storey pile. The opposite has proved to be the case. As Parc is well aware, the 160,000 sq ft of Westminster House, due for completion in May, is the only new high-specification space becoming available in central Manchester during

Agents reckon that current



Westminster House -- the only major commercial space available in the city over the next year

demand amounts to around 500,000 sq ft. Apart from West-minster House, a further 160,000 so it of "speculative" space is under construction at six city centre sites, several of which are also outside the tra-ditional half-mile boundary.

In fact, there is little specula-tion involved in current deals. Most office buildings are expected to be substantially pre-let for at least the next 12 months. Barclays Bank, for example, has signed up the whole 47,000 sq ft of Citygate Court on Mosley Street months ahead of its expected completion, and the building has been bought by PosTel property services for

There is also confidence about 44 Peter Street, joined to no less a building than the Free Trade Hall. Peter Street has enjoyed varying fortunes in recent years, but is now sought after. The site became available through demolition available through demonstron of a 1950s predecessor, and the 28,000 sq ft block, due for com-pletion in spring 1990, has a conservatively post-modern stone facade which respects, if it does not rival, its distin-

Grimley J R Eve, the agent for 44 Peter Street, is already inviting inquiries. Across the road, however, the former Albert Hall is a different propostition. Though listed, the build-ing's fabric is in a poor state. City planners insist that any development — with a potential of 37,500 sq ft — must respect the eccentric contours of early 20th century Methodist enthusiasm. Heads are still being scratched at L&M Ches-tergate, the developer, to meet

ese conditions. Unlike the last office boom period in the 1960s, when important Victorian creations gave way to modern curtainwalling, Manchester City Council now has firm conservational policies. Planners know that older buildings, or at least their facades, are popular with users and visitors alike. Mr Stuart Shore, who heads the city's planning information group, points out that this time Manchester is working from a position of strength.
All the same, some interesting tussles lie ahead. Malvern Property recently lodged a planning application for a site on the corner of St James's Square and South King Street, involving demolition of three Georgian and early Victorian

buildings in a conservation

six months' study, it came "reluctantly" to the conclusion that comprehensive redevelopment was the only solution for go to committee. its £7.5m office scheme, offering 35,000 sq ft on five storeys.

Another prickly issue is the former Skin Hospital on Quay Street, an Edwardian building which was sold by the regional

But there could be a strong

Some interesting development tussies lie ahead

health authority in January for a reported £3.4m. There have as yet been no firm developent proposals for this third of

Complete demolition is unlikely to be on the agenda at 55 Brown Street, acquired by Chestergate late last year for some £3.5m. Calculated up from a site area of 0.2 acres. this places a new "high" on prime financial core land of £17.5m an acre. The building's facade is listed but there are no untoward technical problems in retaining it in the 51,000 sq

Mr Shore says that the city council generally enjoys a posi-tive working relationship with developers. Some 94 per cent of planning applications are granted approval because, he

suggests, the ground rules are discussed and the alternatives explored long before schemes

Investor participation in the Manchester property scene has been enlivened by the arrival of London companies to whom a few million pounds does not exactly strain the current account. And they can make handsome profits. For example, Peter House was bought early in 1988 by Old Park Lane Securities for £4.3m, some £800,000 above the 1987 asking price. Peter House is now expected to be "turned" or sold on, without refurbishment, for 26.5m.

But what of rental values? Prime office locations started 1988 at £9.50 a sq ft. Westmin-ster House rentals will be from £10 upwards, depending on the amount of space taken. Barclays is thought to be paying £11.70 to occupy Citygate Court. Negotiation on Fiscal House, York Street, another substantial pre-let, is settled at £13.25. Agents talk about £15-£16 a sq ft by early 1990, and around £20 in 1992 when current known demands will have

It is small beer by London standards, and a few months behind the Birmingham or Leeds markets. But yields on Manchester properties are at least comparable, and that is the key to investor confidence.

Robert Waterhouse

SOUTHWARDS

The business park era

MANCHESTER is that rare city where the offices out of town are as expensive and valuable as those in the central city. Indeed, according to fig-ures compiled by W.H. Robinson, chartered surveyors, the 1988 Manchester office take-up was split evenly between the inner and outer districts.

Traditionally, the out-of-town market has been to the south of the city, in the sub-urbs within very easy reach of the sirport. But the emergence of Salford as a new centre has enlarged the area.

It covers an arc of smaller towns stretching from Salford to the south-west of Manchester round to Stockport with Wilmslow as the southernmost tip. And, as the market starts to expand, the boundaries will be drawn wider still if plans for business parks in towns like Macclesfield come to fruition. Hitherto, the market has been based on a string of one-off and relatively modestly-

sized developments, up to 40,000 sq ft, frequently produced by local companies like Swinton Goddard, Chestergate Seddon and Orbit Develop-But this is likely to change

in two ways. In the first place Salford has the space for an offices centre to grow so that it can act as a focal attraction in its own right. Hence the Manits own right. Hence the Man-chester Ship Canal Company-G.R. Morris Construction joint venture to build a 77,000 sq ft complex called Quay West. Again, offices play a significant part in the 250,000 sq ft mixed development planned by Amec Properties — the Anchorage at the head of Dock 9. Secondly, as Mr Tom Man-

Secondly, as Mr Tom Mar-shall, managing director of W.H. Robinson pointed out: "What is emerging is the busi-ness park, which I think will take over from these one-off developments." Certainly the financial climate is more propi-tious for such projects; even as

late as 1987 the institutions did not have much interest in Manchester property investment. Now they do.

Developers have been encouraged by the demand. This has been evident in the experience at Towers 2000, an intercity Property Group busi-ness park at Didsbury, three miles south of the Manchester city centre. The first phase of three buildings has been pre-let to high technology compa-

Significantly, the develop ment was originally planned on the basis of rents of £7.50 a sq ft. But the rents on the pre-lets have ranged from £9 to £12

a sq ft.
The strength of demand which lies behind such rental increases has inevitably

The market is stronger than for a decade. Office take-up in the city topped 1m sq ft

last year and the growth rate in rents is calculated to average 47.22 per cent

encouraged other projects, like that of Manchester Ringway Developments, again just south of the city, of St Modwen Properties at Wythenshawe, north-west of the airport, not to speak of plans for Maccles-field. The planners have viewed

both the one-off developments and the business parks with some caution. Cheshire County Council has been anxious to see office development mainly in Warrington New Town and at the Chester Business Park, now run by Warringtons, But the country structure plan is now under review and at public meetings officials have indicated that more land for office

Oddly, at the moment, there is little development around the airport, save for the Tri-dent project, but it is in this area that the greatest pressure for development will come and, with that, pressure to relax the Green Belt. As Mr. Marshall noted, any motorway site within 15 minutes of the export will benefit from the jux-

taposition."
The weight of development is already considerable and, in Salford, the entaryrise zone tax concessions run out at the end concessions run out at the end of 1991. If everything now planned at Salford and around the arc were to be built, then there is little doubt that the market would be weakened.

For the present though, the market is stronger than it has been for a decade. The office take-up in Manchester – in and outside the city – topped im sq it last year. Dunlop Heywood, chartered surveyors, calculated that while the average annual growth rate in reacts between 1980 and 1988 was

between 1980 and 1988 was 12.54 per cent, the growth between the end of 1987 and

ادون المعرفية الأدوالية المعرفية

Start Start

No. of the Parket of the Parke

gg gag A

g de

يسمه مد مرتب

-٠٠٠ هرو

give limbs

. 2 : 76° - 7

सन्दर्भ अं

.

State of the

itina,

9 pub

2.00

30 - 20

. .

. . .

2 * - 72% F

between the end of 1987 and 1988 was 47.22 per cent. Top rents for the region were £13.25 a sq ft at the end of last year. Yelds vary, depending on the district. W.H. Bobinson reported that the lowest proved yield in the city centre was £25 per cent and thus slightly narrower than £75 to 7 per cent prevailing for out-of-town

rower than 6.75 to 7 per cent prevailing for out-of-town office investment. At Salford, once the tax allowances have been stripped out yields have been around 7.5 per cent.

For the institutions, however, there is the slight problem that there has not been a great amount on the market to buy. So far they do not appear to have driven into the market in such a way as to drive down yields.

Paul Cheeseright



FOR BUSINESS

THROUGHOUT

THE NORTH WEST Dunlop Heywood

90 DEANSGATE · MANCHESTER · M3 2OP TEL: 061-8348384 TEL: 061-8488333

20 NEW BOND STREET - LONDON - WIY 9RIF TEL: 01-491 3345 OLD BANK HOUSE - 72 LONDON STREET - READING - BIBLESHIRE - BG1 452 TEL: 0734-587171

er ha tic sh

rec str sec sex The eff mo ing

RETAIL MARKET

It's back to basics

GOVERNMENT'S measures to hold back consumer spending have not had the same effect in the North-West as they have in the South-East and, to all appearances, the retail property mar-

ket is as strong as ever. But there is just a slight tinge of apprehension. The market is beginning to worry about where the tenants are going to come from. The basic ground rules are becoming important again," says Mr John Hockey, the retail specialist at Dunlop Heywood, char-

tered surveyors. And those ground rules mean that developers do not project increases in rents. They need to work off what is happening in the market now. The latest new rents recorded by Dunlop Heywood in King Street, one of central Manchester's prime streets, are £130 a sq ft (Zone A), and, in Stockport, one of the UK's best retailing towns where Hammerson has a centre, £160 a sq

fit (Zone A).

There has, in fact, been little new development in the central city area, although the res have been undertaking their own refurbishment programmes.

Shopping has continued to be dominated by the Arndale centre, where tenant demand has been as strong as ever. Whether here, and elsewhere in the prime streets, this will change with an inevitably higher rates burden from next year, plus high service charges, nains to be seen.

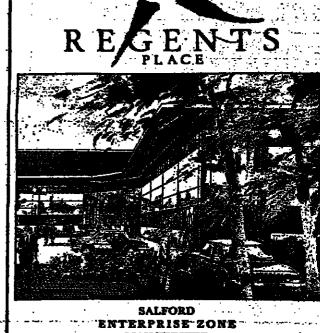
There are two major city centre developments which centre developments which could affect the future pattern of retailing. The first is the £20m Castle Quay, a 100,000 sq ft centre designed by Manchester Ship Canal Company to attract high income customers rather than low income visitors. Construction has started. The second is that proposed for a site next to the G-Mex Exhibition Centre. There a partnership of Meriin Interna-

tional and Central Station awaited from the Environment Properties, set up originally by Commercial Union and the former Greater Manchester Council. will build a festival shopping centre. But this is longer range. Planning and govern-ment subsidies have not yet been sorted out.

Manchester City Council has followed a planning policy designed to keep development in the city centre. It has therefore vigorously opposed the plethora of proposals for regional shopping centres out-side. Decisions on that are Secretary. But Mr Hockey warns that "only one mega-scheme will be successful, even if consents for two are

Nor has the city council been keen on the establishment of free-standing superstores outside the centre of Manchester. But its policy, partly as a con-sequence of successful planning appeals by Tesco, has retailing.

Paul Cheeseright



MANCHESTER

THE FIRST TOTALLY ENERGY CONSCIOUS HI-TECH DEVELOPMENT TO COME TO THE MARKET WITHIN THE ENTERPRISE ZONE 60,000 SQ. FT. TO LET COMPLETION APRIL 1989

> **British Gas** SOLLAGENTS

CHARTERED - SURVEYORS 061-8347187

OLDHAM Modern Production Facility

64,000 sq ft To Let Joint Agents Ryder & Dutton 061 620 1238

CHEETHAM HILL **Extensive Showroom** 6,560 sq ft To Let/For Sale

BURNLEY Single Storey Workshop with Offices

8,165 sq ft Freehold for Sale

EDWARD SYMMONS & PARTNERS

House, 64 Bridge Street, Manchester Tel: 061 832 8454 Fex: 061 832 2571 London Manchester Liverpool Briefol Sout

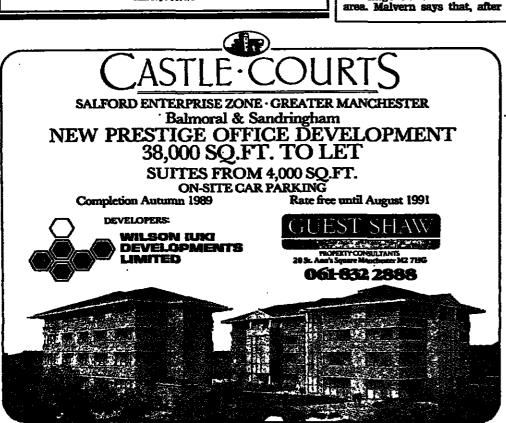
JACKSON CONSTRUCTION

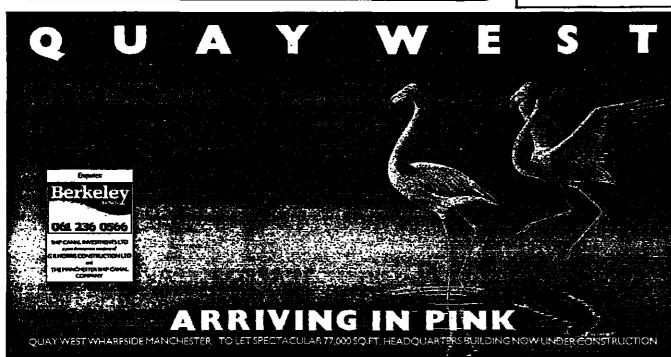
BUILDING MANAGEMENT CONTRACTORS AND PROPERTY DEVELOPERS
EVERY CONTRACT TO DATE COMPLETED ON TIME AND WITHIN BUDGET.

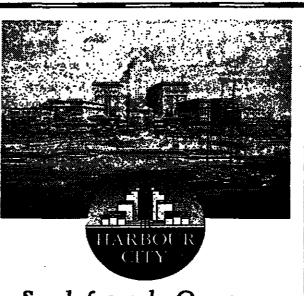
JACKSON

Making Ideas Take Shape.....On Time

HEAD OFFICE: Ja Jackson Coustruction Co. Led., Old Bank Cl. 2, Old Bank Street, St. Ann's Square, Manch Tel. No:-061 833 2707







Salford Quays

An International Centre for Business

city where architectural excellence enhanced by open landscaped spaces and on attactive waterside omenity combine to create on environment ideal for the most discerning user. Proposals include a first those of around 200,000 sq.fr. including

shree 'capital' office buildings linked by a splendid atrium supporting food, drink and retailing amenities. There are plans for a top quality hatel and associated leisure facilities and subsequent phases provide 'design and build' manities for office users requiring 'made to measure' (nemises.

Undealed companientions including a station on the planned Mesolink' rail system and direct access to the regional transpensine and national motorway system and Manchester's International Airport complete the emerities available at this city of the future.

Start on the site will be early 1989 with completion of Phase I in

Enquiries are invited now from all interested parties.

Waniziester Ship Canal

061 - 848 8333

Bernard Thorpe 061-236 9595

PROPERTY IN MANCHESTER 3

KARLIER THIS month, Manchester owns the Refuge, is proposing a launched a joint marketing initiative to promote an international concert hall as a new home for the Halle Orchestra and conversion of the Free Trade Hall into a state of-

the art convention centre.

The proposal had been widely trailed. At this stage, before the market responds, interest revolves on the alliance it represents between the Labour-controlled city council and the Government-im-posed development corporation. It is:

posed development corporation. It is a relationship not many would have cared to predict 12 months ago. More a marriage of convenience than a love match, the two bodies have nevertheless enjoyed a close relationship since the UDC was set up in June 1966. Although the development corporation has become the planning authority for the strip of land, flanking the city centre's southern boundary, the council was chosen as the planning agents.

In practice, this means that city planners proceed exactly as before, except that the planning officer's recommendations go to the development corporation board rather than to planning committee. To date, such recommendations have proved 10th zero cent accordable. There 100 per cent acceptable. They include a complex procedure involving listed building consent on both exterior and interior of one of Manchester's best-known landmarks, the former Refuge Assurance Building on Oxford Street.

भरे _{के दि}स

A 100 m

77.00

C to be to be

55. . At a 154

13 Page

City Council and the Central Man-chester Development Corporation opens the ornate ground floor up to the general public for the first time. Backing from the development cor-poration should come in the form of city grant, justified by the esti-mated 1,500 new jobs in Skillion's proposal – which includes a hi-tech business park on land at the rear.

Skillion is not the only major developer "signed up" since the UDC came into being. Behind Picca-UDC came into being Behind Picca-dilly Station, 7.5 acres of mainly derelict land around the Rochdale and Ashton canal basins are being reclaimed for work to start on Avatar's 550m Manchester International Trade Centre. The project is tied into a 125-unit housing scheme called Piccadilly Village. Similar proposals for this area

have surfaced over the years, but it took the arrival of the UDC and the availability of £1.7m in city grant to get things finally moving. In the Whitworth Street corridor, quintessential Manchester warehouses are being converted into 325 flats for sale and rent by George Wimpey and Housing Projects, with city grant again providing a 25m pump primer for a 20m investment. More burging is scheduled to follow housing is scheduled to follow. Mr John Glester, the development

corporation's chief executive, agrees that his organisation has been lucky in its timing - coinciding with the extremely buoyant Man chester city centre scene - and that much was happening any way. "Our arrival has served to stimulate Skillion Holdings, which now more substantial and higher quality How the city's regeneration is taking shape

Partners seek a change of gear

£50-80m budget over five years could generate £600m of investment, or three times the original target. Mr Glester, previously with the Doß in Manchester, helped create all three North-West development corporations, so he is well placed to exploit the public funding regimes.

jointly seek is a change in gear for Manchester consistent with the Olympics bid. By the end of the five-year period the city should have reinforced its position not simply as the capital of the North but as an international player in its own right, the new facilities helping attract a different sort of busin This, Mr Glester believes, can be done without saturating the mar-ket. "The land available hasn't altered. What will change is the speed and quality of development." He sees no reason to revise the corporation's target of 6,000 long-term jobs, many available to the less advantaged living in nearby inner-city areas like Hulme and Ardwick. Not everybody is quite so bullish about the staying power of Man-

chester's attractions. Mr Alan McGarvey, managing director of Greater Manchester Economic Development, the agency created by the former county council, fears that eash-rich London institutions with "more money than sense" have arrived in the North-West.

There could easily come a time, he suggests, when over-supply starts to put downward pressures on rents. "Fashion is pushing ahead faster than demand. We are concerned about what happens if the boom disappears." boom disappears. In this context, the urban regen

eration exercises well under way at Salford Quays and about to get into swing at Trafford Park have some relevance. Salford Quays is rapidly becoming an office city in its own right. Already there is over half a right. Already there is over han a million square feet of office or B1 (hi-tech) space in occupation, with a further 800,000 sq ft being built or scheduled for the coming year (including the first Trafford Park offices). So far, space has let as it is completed, and office rents at append \$11 a. of the presing three around £11 a sq ft are chasing those in central Manchester. The Quays has an advantage over



Grain Whari, Sattord Quays, won

the city centre, where streets outside even the most expensive office schemes can be dirty (the city has yet to solve rubbish collection prob-lems) and poorly maintained. On the other hand, Salford Quays does not yet have the public transport infrastructure or the variety of shops and restaurants needed to support a daytime population of several thousands. Whether Manchester's water

frontage, its unique if murky river, canal and dock systems, can help generate a Baltimore-type revival which permeates beyond mere office and housing complexes is a question which has filled many a seminar. The two development corporations. Central Manchester and Trafford Park, share Pomona Dock as part of their joint border, so the

as part of their joint tortier, so the window of opportunity exists. A report for publication shortly paints some very positive visions.

Half funded by the English Tourist Board, the report has been prepared by Mr Cy Paumier of the US consultants Land Design Research. specialists in waterfront regenera-tion. The ETB's commitment implic-

tion. The ETB's commitment implicitly recognises Manchester's tourism and visitor potential.

Almost two years on from designation, Trafford Park Development Corporation is at last starting to show results. Mr Michael Shielda, its chief executive, has moved causticularities and on a consultants. its chief executive, has moved cautiously via a series of consultants'
reports while stitching together a
250-acre land package at the park's
gateway. Trafford Wharfside, a joint
venture by Rosehaugh and Trafford
Park Estates, will complement Salford Quays just across the water.

The other week Mr David Trippier, the Inner Cities Minister, cut
the first sod for Quay West, a ninestorey, 77,000 sq ft office development. It represents the start of
another satellite city, due to bring
over 3m sq ft of office and light
industrial space to Trafford Wharfindustrial space to Trafford Wharf-

side within seven or eight years.

be done without flooding the market. Rosehaugh, he suggests, will be looking for pre-lets and customised requirements. Talks are already well advanced with a number of potential clients, including reloca-tions from the South-East.

Trafford Wharfside is not just an office city. Plans include shopping, restaurants and even night spots along a promenade and around a new inlet which links with the Brid-

gewater Canal. More relevant, perhaps, to the daily workings of Trafford Park, the development corporation plans a rehabilitation of the Village area first built by Westinghouse amid the Park's industry for workers at today's GEC factory. Wimpey Prop-erty Holdings is the developers of Phase 1 which includes managed

workshops and starter units.

Half of the development corporation's £160m budget is earmarked for two strategic road schemes. The first priority is a new bridge across the Ship Canal to link into the M602 near Eccles; the second is a direct link to central Manchester avoiding Chester Road. The corporation also backs an extension of Metrolink, the superfram, through Trafford Park. This would branch from the line proposed for Salford Quays. Put together, Trafford Park, Salford Quays and the Central Man-chester Development Corporation area represent massive public investment in quarters previously better-known for decline and decay.

Robert Waterhouse

MAJOR INSTITUTIONAL acquisitions have changed the face of Manchester estate agency chains. The Halifax, the Prudential, Royal Life and Nationwide Anglia are much in evidence. Well-known local es like Bridgfords retain their identity, but as part of wider groups. Many indepen-

dents survive, but in an increasingly competitive mar-ket writes Robert Waterbouse. Not least because, after all the hectic activity of 1988, the first quarter of 1989 has been slow. At the top end, which in and around Manchester means anything over £100,000, there is not much confidence. Buy-ers are chary of paying 1989 prices which are already mov-ing up to 10 per cent ahead of 1988. And with good reason: in some locations, both south and porth of the city house prices

north of the city, house prices almost doubled last year. The "golden triangle" of Wilmslow, Knutsford and Hale is still jangling after the events of 1988. At the start of

THOUGH THE effect of high

interest rates is beginning to unsettle business confidence in Greater Manchester, the indusThe current residential scene

Realism welcomed back

pagne sale; by November agents were looking towards £400,000 for substantial and secluded but still suburban homes in Bowdon or Hale.

Now, realism is returning to the market — and the smaller agents, perhaps able to give a more personal service, are not unhappy about it.

unhappy about it. Mr Michael Thompson, formerly a director of Bridgfords, runs an agency in South Man-chester that is allied to the solicitors Fisk Swain. He reports that houses are still moving, with this proviso: "Realistically priced, they sell;

overpriced, they stick."
His Didsbury office is particularly basy. Didsbury prices jumped perhaps only 35 per cent last year, so the city's leafier suburbs look reasonthe year, anything over ably good value compared. 2200,600 represented a chamwith parts of Cheshire. A

than £200,000 is still unusual, though Victorian and Edwarthough Victorian and Edwardian senis can be priced around £150,000 and the two-bed terraced cottages of Didabury Village, which escaped 1970s slum clearance only after residential protest, now sell for up to £80,000. Mr. Thompson expects prices to Thompson expects prices to increase by 5 to 10 per cent

this year.
What, in this still volatile market, is a realistic valuation? Mrs Myra Neale, senior negotiator at Halifax Property Services in Altrincham, believes that it is simply the sum that buyers are prepared to pay. "There's nothing like the public to tell us what a property is worth. If it is overpriced we soon learn by the lack of interest shown. Last year, you could name a price.

Mrs Neale expects the big, expensive houses to start trickling onto the market again around Easter. Mrs Denny Tommis, managing director of the Stockport-based firm Executive Relocation, which specialises in finding houses for clients coming into the area, says the trickle is already a flood.

Last year, Mrs Tommis says, invenience movers tended to shy away from the market for fear of having to pay "thou-sands more" for the house they bought than the one they sold. "It was dreadful for us. But now estate agents are chasing me. It's wonderful.

We're in control!"
Under 250,000, however, business remains very brisk and houses often sell within a week. Parents of students are

is also under way, with George Wimpey and Housing Projects qualifying for city grant to start the conversion process off. Central Manchester Development Corporation estimates that some 1,000 flats will be built, though the city council believes it could be many more. Chinatown housing association flats have also created much interest. The city council is conclud-

increasingly opting to buy in for their offspring rather than pay the high rents of bedsit land. This applies even to Sal-ford Quays, the waterside development where one-bed flats cost about £50,000.

Work in and around the Whitworth Street warehouses

ing negotiations with Tay Romes of Leeds to build flats and semi-detached houses in East Manchester inner areas. Tay will receive city grants to build at Every Street, Ancosts, and Bell Crescent, Beswick, where its progress is bound to be studied by other developers. Mr Steve Cranmer, Tay's urban renewal director, says

his housing will go on the market at between £20-£32,000. "We are pioneers in East Manchester, and that means taking risks, but the formula has worked elsewhere and the city council has already proved to us they mean business." Other pio-neers are needed, the Greater Manchester Economic Develop-ment Company says, to build full-blooded executive houstes

MAJOR DEVELOPMENT



THE FREE MOSLEY ST. TRADE HALL CAR PARK BRIDGEWATER

A JOINT INITIATIVE BY

MANCHESTER TO INCLUDE

AN INTERNATIONAL CONCERT HALL ALL ENQUIRES Grimley JR Eve

061 834 7187



INDUSTRY

trial property market is still struggling to mest demand. The country inistrate dependence of new inistrate dependence of new initial management in the country initial management in the shortage of attractive industrial land from the site assembly. From GMED's

Greater Manchester Council One trouble with so-called rown field sites is that history which is now almost full up and is in the process of being system here is that history as often bequesthed a compli-ted ownership. For example, 300-acre, plot in Rochdale ith excellent potential — and sold on to tenants or investors.

Mr Alan McGarvey, GMED's
managing director, sees his

client-based vantage, Mr McGarvey sees property developers queering the pitch by snapping up available plots, applying for B1 use (mixed office and hi-tech) them sitting tight to see what the market thinks. He maintains that the ds of 10-40,000 sq ft

ing with W.H. Robinson, to carry out a study which may substantiate its belief that the firms seeking 10-40,000 sq ft premises tend to be expanding local companies rather than relocations, and so more likely to be of lasting benefit to the North-West economy.

As it happens, brown field tion. Trafford Park Develop ment Corporation reports encouraging interest in the Northbank Industrial Park, the former Irlam Steelworks site, which is a self-contained offshoot of the corporation area. Negotiations are under way even before reclamation is complete, with 28 firms seeking to build premises at Irlam.

The 200-acre site has been largely derelict since British Steel pulled out 10 years ago, with the loss of 5,000 jobs. Mr Michael Shields, chief executive of the development corpo-ration, expects about 1,000 jobs to be created East Manchester was also

dominated by heavy industry, including steel. Manchester City Council, spurred by the resolve that it could sort out the area without surrendering planning powers to a development corporation, has been working away at the East Man-chester Initiative for several

years, using DoE inner city partnership grant sid. In all, 250 small schemes represent a £9m investment in environmental improvement since 1982. Close to the city centre three industrial improvement areas have been declared. Residents, too, are benefiting from a £19m com-munity refurbishment project in Miles Platting as well as 10 housing improvement areas.

There is a growing belief that East Manchester's time is about to come once more. Posi-

tive forces include its proximity to the city centre, the M66 Stockport-Denton route open-

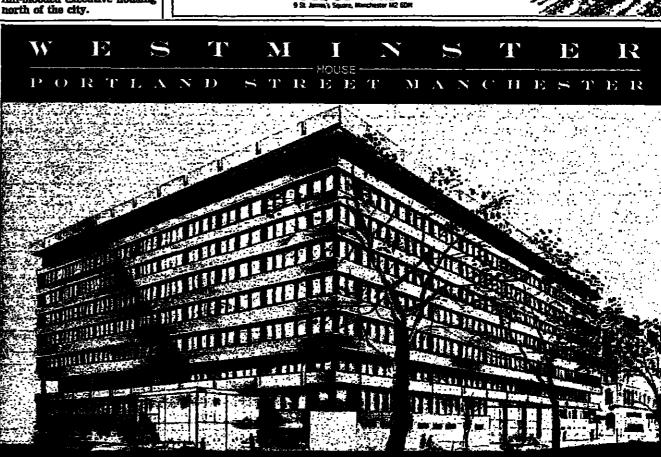
ing this spring whose fundi-through to the M62 at Heat Park is now agreed.

The first substantial site likely to be marketed is 100 acres in the Bradford area, the former Manchester Steel, Richard Johnson & Nephew and British Gas complex. At around \$60-80,000 an acre for industrial use (one tenth of the price asked to the south of the city), developers have already shown much interest.

Most of the action remains

in the twin Salford and Trafford enterprise zones. After a downbeat start both zones are conclusion of incentives with quality B1 business park devalopments, letting at anything from £3.50 to £5 a sq ft.

There is plenty of interest in non-EZ sites – for instance GMED's Bredbury estate, now all but sold on, saw land values doubling in a year. Yields are moving below 10 per cent, which should encourage investors to look beyond the usua





160,000 square feet, offering large isers floors of up to 20,000 square feet and the only opportunity to acquire a quality City Centre fice space in the next 18 months Communications are superb. nster House is within minutes

of the main line inter-city railway stations, access to the region's maticoal Airport.

uter access will be furthe enced by Metrolink, the new light rapid transit system linking major

eniovs all the am city location and the excellent facility of substantial on-site car parking.



Consultant Surveyors 90 Deansgate MANCHESTER M3 20P

Grimley JR Eve CHARTERED - SURVEYORS 061-834 7187

organisation as an enabler rather than a landlord. Its interests are moving towards area management. In other words, the firm that comes to GMED has commissioned GMED for development capital Roger Tym and Partners, workin advance of site relocation The Financial Times proposes

to publish these surveys during 1989

April June June July July July September

October

November

Property in Leeds Property in London Docklands Office Property Marina and Waterfront Property Investment and Finance Property in Birmingham **Business Parks** City of London Property Retail Property

For a full editorial synopsis and details of available advertisement positions, please contact

Property Research and

Information Systems

Joanna Dawson on 01-248 8000 ext 3269 or write to her at:

Financial Times, One Southwark Bridge, London SE1 9HL

FINANCIAL TIMES

COMMODITIES AND AGRICULTURE

Opec dreams of things to come

Steven Butler reports from the oil ministers' conference in Vienna

REMARKABLE gentleness and moderation has infused almost everything said in public by the nine oil ministers from the Organisation of Petroleum Exporting Countries meeting in Vienna this week.

In the midst of a happy dream about high oil prices, they are evidently afraid of doing anything to cause a rude

awakening.
The cartel's target price of \$18 a barrel for a basket of Opec crudes was exceeded by a cent on Tuesday morning, and with no one fully confident of why oil markets are so strong, it is evidently best to do noth-ing to disturb the situation. Under the surface, of course, the organisation is still riven by deep divisions among its

Kuwait and the United Arab Emirates, as well a few other members, are pushing for higher quotas. This move is sure to be resisted by countries which have already seen their share of Opec's total produc-tion significantly eroded by the last production agreement, reached in November after a bitter production war and a

collapse of prices.

But as impressive as the divisions this week was the rel-ative order with which Opec's problems were being tackled, a factor which by itself has boosted confidence in the mar-

Of course, prices may yet again collapse, later this year or next, as Opec countries battle among themselves for more

Both Iran and Iraq are furiously adding new production capacity, and all Kuwait, the UAE and Saudi Arabia need do is turn on the tap. To some extent Kuwait and the UAE

have already done so. The precedent set by Iraq, which received its demand for a higher Opec quota after simply producing as much as it wanted, was certainly not lost on other Opec members.

producers within the European

Community, agreed last January as part of the reforms of

the common agricultural policy, will be introduced at cattle

markets and slaughter houses

each producer.
In Britain it replaces the

variable beef premium, and

therefore represents a much

bigger change than for other EC member states. The vari-

able premium has operated to

meet the difference between an

The scheme involves the introduction of a special beef premium to be paid at a flat rate of £28.42 a head on a maxi-

across Britain on Monday.

By Bridget Bloom, Agriculture Correspondent

A NEW scheme to support beef EC target price and the market

Opec's eight-member Ministerial Monitoring Committee concluded its meeting in Vienna yesterday after what participants said was a full and frank exchange of views ing the cartel, such as whether to raise the production ceiling and and how to allocate quo-tas for the second half of the year. Co-operation with non-Opec oil producers was also

Sheikh Ali Khalifah al-Sabah, the Kuwaiti oil minister, said that the aim was to for-mulate recommendations to the full Opec ministerial con-ference in June, and that this goal would be pursued in fur-

Yet the outlook for Opec to become an effective cartel is improving because with oil consumption rising by about im barrels a day each year, after falling earlier in the decade, and non-Opec produc-tion not expected to increase significantly (before it eventu-ally declines), time is on Opec's

This means that rather than struggling to divide pieces of a struggling to divide pieces of a shrinking pie, Opec can potentially satisfy individual members' needs by special allocations from its increased share of the world market. Indeed, after a few years, only Venezuela, Saudi Arahia, the UAE, Kuwait, Iran and Iraq will have the production capacity to the production capacity to absorb this increased demand.

That is not to say that the

battle to divide the spoils will not be occasionally bruising for oil producers and consumers, but rather that the situation may be less desperate than it occasionally has been

in the recent past.

As impressive as the caution with which the oil ministers, from Saudia Arabia, Kuwait, iran, Iraq, Indonesia, Algeria, Nigeria, Venezuela, and Ecuador, have approached the cur-

price and can amount to as

The new measure has been opposed by the British Govern-

ment and by British producers,

who have argued that the vari-

able premium assured both the

consumer and producer of beef

a stable market at reasonable

member states wanting to reform the CAP, in this case it

has argued that the beef reform unfairly discriminates

against the larger British beef

producer, both by excluding heliers from the payments and by limiting those payments to

Although Britain has gener-

much as £50 an animal.

UK farmers prepare for changes to beef support

ther meetings among minis-ters in the weeks ahead.

Dr Subroto, the Opec secre-tary general, said the minis-ters had received a telex mes-sage from Abu Dhabi, part of the United Arab Emirates, pledging that its production is being cut to 850,000 b/d, thus reducing the UAE's overpro-

Industry observers estimated Abu Dhabi's production in February at 1.05m b/d out of a UAE total of 1.45m

The ministers appeared pleased with the atmosphere and outcome of the meeting, ngh evidently no recom-lations were adopted.

evident concern that oil prices may have risen too fast and too may have risen too fast and too far for anyone's good.

At \$18 a barrel, oil begins to look expensive compared with alternative fuels, while profits for non-Opec oil producers start to look very attractive, thus potentially threatening Opec's market position, and revenues, from two directions.

This concern was voiced

revenues, from two directions.
This concern was voiced most succinctly by Sheikh Ali Khalifah al-Sabah, the Kuwaiti oil minister, in a remarkably frank interview this week in the Middle East Economic Survey, the authoritative Cyprus-

"Since this growth (in world demand for oil) is still in its infancy, it would be foolish to kill it," Sheikh Ali said. "I hope this increase in demand will be absorbed from Opec's spare capacity and without much change in terms of oil prices."

the Kuwaiti minister is not surprising, since he has long been a price dove, and because Kuwait's investments overseas give it a greater interest than most Opec members in stability. But even the traditional price hawks were making cau-tious noises this week, includ-ing Mr Gholamrezah Aghaza-

However, Britain found itself

without allies at the January Farm Council which agreed

the measure.

The European Commission in Brussels hopes that the reform will ultimately both

reduce the current Ecu 2.4bn (£1.56bn) bill for the beef

regime and provide some guar-

anteed income support for the

The scheme in Britain will

be operated by the Interven-tion Board for Agricultural Produce, the body which administers the CAP within

This week the board has cir-

only 90 animals.

beef producers.

the UK.

said that both consumers and producers needed a period of

It appears, at least, that Opec has learned some important lessons: that high oil prices are not sustainable and that markets can be exceedingly fragile.

All of this does not mean that the full June ministerial meeting, where quotas and production ceilings for the second half of the year will be decided, will be anywhere near as placid an affair. Far from it. Yet by coming to Vienna more than two months in advance. Once has begun a advance, Opec has begun a negotiating process. The June meeting may turn into a long cliffhanger, much like the precumnanger, much like the pre-vious meeting in November when Iran finally agreed to allow Iraq a production quota equal to its own after nearly two weeks of hard bargaining. But with positions laid out

in advance, giving ministers time to sound out home governments for possible compro-mises, chances have at least improved that the June conference will be able to reach a reasonable accommodation in the face of deeply divided interests of Opec members.

 Angola is preparing to open up the remaining unexplored areas of its oil-rich seabed to areas of its oil-rich seabed to foreign prospectors and devel-opers, oil industry officials here said this week, reports Reuter from Luanda.

Sonangol, the state oil com-pany, will shortly present geo-logical and seismic data on five

unallocated offshore blocks on the southern coast.

Oil companies from all over the world would be invited to the technical presentation of the blocks, which would take e in London in either May or June. The presentation would be the first step before the unallocated blocks were offered for joint exploration and development by foreign companies in partnership with Sonangol, the officials said.

culated some 80,000 potential beneficiaries with details of the

Producers have to register

their holdings and can claim premiums at the point of sale, whether at a liveweight market

or deadweight centre. How-

ever, in Northern Ireland pay-ments will be made on an "on-

It is estimated that the nnual value of

slaughtered in the UK is some

22.8bn, of which about 35 per cent is accounted for by helf-

Officials reckon that about 85 per cent of the male animals offered for market will qualify

1860-2 1752.5-8.5

338-0 349.5-80

1807-8 1775-80

WORLD COMMODITIES PRICES

AM Official Kerb close Open Interest

Ring turnover 21,150 tonne

Ring turnover 38,625 tonne

30.000 lots

89.972 lots

352 lots

Ring turnover 5,575 tonne

Ring turnover 3,078 tonne

Filing turnover 7,675 toons

Ring turnover 11,725 tonne

6,758 lots

7,409 lots

(Prices supplied by Amalgameted Metal Trading)

1770-80

new scheme.

Platinum price fix to have wider base

By Kenneth Gooding, Mining Correspondent

THE LONDON Platinum and Palladium Market will from Monday widen the basis for its twice-daily price fixings by involving eight instead of two organisations. The system will involve tele

phone conferences at 9.45 am and 2 pm London time each working day to "fix" prices. Mr Patrick Smith, chairman of the LPPM, said yesterday there had been growing demand over the past two years for a wider price fixing process because of the increas-

ing interest in platinum and palladinm. The LPPM was established in June, 1987, and has nine full and 17 associate members. However, one of the key players in the market, Johnson Matthey, will not take part in the fixings because it is not a market maker.

The full members involved include the two which currently conduct a fixing - Ayrton Metals and Samuel Monton metals and sames mor-tagu – as well as Englehard Metals, Mase Westpac, Sharps Pixley and the London branches of Credit Suisse, Swiss Bank Corporation and Union Bank of Switzerland.

Upsurge in tin prices continues

TIN PRICES on the Kuala Lumpur market yesterday broke through the 25 ringgit a kilogram level to reach a new Sulong in Kuala Lampur.

The price rose by 20 cents to hit 25.02 ringgit. In the past four days, the metal has put on 57 cents, and since the start of the year, it has soared by more

the year, it has soared by thore than 5 ringgit.

Traders said market sentiment was still very strong as reflected by the opening bid of 24.82 ringgit (Wednesday's closing price) which attracted buyers for 345 tonnes with sellers offering only 72 tunnes Bids offering only 72 tonnes. Bids and offers were matched at 137 tonnes yesterday.

"There is still a lot of tin

around, but in the wrong form, mainly concentrates, and smelters cannot cope with demand for refined tin," said a leading Malaysian trader.
"Unless the American GSA

(General Services Administra-tion) decides to sell part of its stockpile, I can only see tin prices going up even higher in the coming weeks." In response to the strength of the physical market, trading in tin futures on the Kuala

Lumpur Commodity Exchange ally their motive for being there is the same as the men's has risen sharply. Daily turn-over for this month has averaged 280 tonnes, compared with 180 tonnes for 1988. - the pay is much better than they could get elsewhere.

Golden girls strike it rich in Western Australia

Kenneth Gooding on changing faces in the mines

FTER ONLY 15 months in Australia's gold mining industry Julie Graimes already qualifies for a footnote in its history.

One of the richest of the gold deposits recently discovered has been proved after her

has been named after her because she happened to be in the right place at the right Apart from anything else,

her experience highlights the growing contribution women are making to mining in Aus-tralia, which has now aban-doned all formal restrictions on women entering the indus-

team of geologists helping to develop the Tuckabianna mine near Cue in the Murchison dis trict of Western Australia.

The prospecting company, Australmin, had already found a commercial gold deposit and was drilling in an adjacent area where it intended to put a tailings (waste) dam.
Miss Graimes was in charge
of the team one day last June

when, instead of coming up with barren rock, the drill struck gold. That deposit, it turned out, held enough gold to supply an annual 100,000 troy ounces of the precious metal for about 10

Her boss, Mr Mal Dickie, then senior exploration geolo-gist, now senior mine geologist at Tuckabianna, decided the deposit should be called Julie's

Miss Graimes, who was born in Brighton, England, but has lived in Australia for most of her 22 years, has had the satisfaction of seeing that first, exploratory, hole in the ground develop into one of Western Australia's major open pit gold projects.
She was also on hand yester-day when Tuckabianna was

formally opened by Mr Peter Dowding, the premier of West-ern Australia. Now the assistant mine geologist at Tuckabianna, Miss Graimes is one of five women

among the 80 Australmin employees on the site.
Like the rest of the staff she
works for two weeks at the mine site and then takes the company aircraft to Perth for one week off.

Not everyone can take this odd working pattern or the iso-lated conditions. Managers strive to keep down the ten-sion. For example, at Hill Min-erals' Cork Tree Well gold mine, Mr John Gow, the perations manager, says: "Anyone who throws a punch is instantly dismissed." Of the 95 people at Cork Tree Well, 17 are women and usu-



Julie Graimes: discovered one of richest gold deposits

Semi-skilled people working 12 hour shifts for 13 days con-tinuously collect between A\$2,500 and A\$3,000 gross for the two-week period.

While on the mine site they

While on the mine site they pay only A\$20 a day for full board and lodging and the beer is cheap. Mr Gow says beer supplies are "limited to as much as you can drink." However, employees are not paid for their week off.

Employees live in motel-type accommodation and certainly do not have to rough it. For example, at the Big Bell mine, owned by the ACM group, the facilities including tennis courts and a large swimming

Miss Frances Jones, an assayer at Big Bell, says that by working at the mine she can earn twice as much as in a commercial company. She wants to buy a house in her home town of Perth it is very difficult for a single girl to raise that kind of money."

Her routine is simple but

demanding. She works a hard 12-hour shift, takes a short break for a drink to wind-down and then goes to bed.

She replaced another woman who decided to switch from the assay department to driving the huge trucks, capable of carrying 100 tonnes of material at

a time, which are a feature at all open pit mines. She moved because the pay is even better.

of Western Australia. They all want to make money quickly at the Sons of Gwalia mine at Leonora one woman truck driver said she was saving for a fetal implant (test-tube baby), an expensive business in any part of the world.

The gold mining companies

could not hope to attract enough men or women without offering large cash induce-

one mine manager suggested the system was ideal for companies attempting to dig out as much material as as possible to recover the gold as quickly as possible. "They (the employees) are only interested in two things: working bard and earning as much money as they can get hold of in a hours."

results in a very high employee turnover, not only because many cannot put up with the pace or conditions for very long but also because an individual will quit as soon as the cash required for a particular personal project has been raised.

Consequently, the Austra-lian mining industry needs to be able to attract women as well as men, even though it has now recovered most of the easy gold and will have to dig deep in fature.

Ms Sandra Balley, a senior mining engineer with CRA, believes that; given time,

women will become effective underground miners, although there will always be some heavy, non-mechanised mining work that will remain the domain of a select few

at time, which are a feature at all open pit mines. She moved because the pay is even better.

Although the truck cabs are supposed to be sealed against the elements and the controls are power-assisted, it is still a dusty, noisy and sweaty job for the driver.

Even so, women make up and says Ms Bailey. Among other things "women must recognise the inced" to be treated as equals of men in the industruck drivers on the mine sites of Western Australia. They all want to make money quickly

tainly agree with that view-point even though there must be at least the suspicion that, if the geologist in charge when the vital hole was drilled had been a man, the new deposit would not have named after him.

LONDON MARKETS

NICKEL PRICES prices continued to slide yesterday as chart-inspired orders. The market steadled in the afternoon, mainly on buying by Wes German merchants (who had earlies been pressuring prices), but at the lose the cash price on the London Metal Exchange was still \$400 down on the day at a 3½-month low of \$15,150 a prices, pushing the cash position down \$37.50 to \$1,797.50 a tonne, while cash sluminium fell the same amount to \$1,955 a tonne. Coffee futures had a confused session, dealers said, with prices "thrashing around" in a wide trading range before finishing little changed on the day. In contrast cocca futures prices finished at the top end of a narrow trading range, with de saying the market was lacking

SPOT MARKETS Crude oil (per barrel FOB)

sb

stı se su Th eff

in;

Brent Blend W.T.I. (1 pm est) Oil products	\$18.90-7.09z \$19.85-0.96q \$20.60-0.65z	+0.00
fying brounds delinera bet promise	onne CIF)	+ 0
Promium Gasoline Gas Oli Hoavy Futi Oli Naphtha Petroloum Argus Estimates	\$235-237 \$161-163 \$22-94 \$188-190	+5 +5 +1 +6
Other		+ or
Gold (per troy oz) Silver (per troy oz) Platinum (per troy oz) Palladium (per troy oz)	\$384.25 \$77c \$525.25 \$160.25	+28 -1 +1.00 +4.70
Aluminhim (free merket) Copper (US Producer) Load (US Producer) Nickel (free merket)		-80 -1 ₂ -40
Tin (European free market) 7in (Kuala Lumpur merbet) Tin (New York) Zinc (US Prima Western)		+42.6 +0.26 +4.5
Cattle (live weight)† Sheep (dead weight)† Pigs (live weight)†	113.04p 230.89p 63.58p	+3.70 +29.4 +0.70
London delty sugar (raw) London delty sugar (white) Tate and Lyle export price	\$296.6v \$325v \$287	+ 15.2 + 13 + 10
Barley (English feed) Melze (US No. 3 yellow) Viheat (US Cark Northern)	£118.50 £183.0 £128.25*	+1.0 +0.5
Rubber (spot)♥ Rubber (May) ♥ Rubber (Jun) ♥ Rubber (KL RSS No 1 Apr)	67p 67.25p	-1 -1 -1.08 -2.5
Coconut oii (Philippines)§ Palm Oii (Mateyslan)§ Copra (Philippines)§ Soyabeans (US) Cotton "A" index Vicoltops (64s Super)	5550v \$400z \$355 \$201q 68.50e 655p	+10

								_
	Close	Previous	High/Low		Clos	8	Previous	
Mar	519	811	820 814	Alementel	a, 60. 7	% purity (\$ per tons	(4)
May	879	616	524 816	Cesh	1960	H80	1990-5	_
Juli Sep	826 833	825 835	632 824 639 832	3 months	1930	1-5	1955-80	
Dec	865	864	670 860	Copper, G	rade /	(£ per to	nne)	_
Mer	854	864	857 653	Cash	1872	12	1875-6	_
May	852	855	859 865	_ 3 months	1756		1772-3	
			l 10 tonnes ès per tonne). Dell	. Silver (US	cents	/tine ounc	9)	_
price 1	lor Mar 2	2:1065.69 (1	050.87):10 day aver	Cest	571-	4	573-6	_
ego fo	r Mar 30:	1972,64 (197	5.92).	3 months	584	7	588-91	
				Leed (E po	T COM	(a)		_
				Cash	340-	2	342-3	_
				3 months	352-	3	353-4	
COFFE	E C/torne			Nickel (\$;	Per ton	ne)		_
	Close	Previous	High/Low	Cash		0-200	15500-60	3
Ver	1090	1085	1006 1082	_ 3 months	1490	0-5000	18300-60	
day	1007	1100	1105 1085	Zinc, Spec	بكا لعا:	ph Grade (S per ton	
Sly	1065	1049	1069 1029	· Cash	1812	<u></u>	1835-40	_
Sep	1038	1029	1040 1009	S months	1777		1800-5	
Nov	1025	1020	1025 1005	27.00 /2 00				-
Jen	1025	1016	1025 1002	23ac (\$ pe	L DOULDI)		
Mer	1020	1015	1024 1902	Cash		-800	1830-43	
CO In	dicator p	dally 113.2	l 5 tormes ents per pound) to 4 (112.08); . 15 de	г	1760	-	1775-7	
					lose	Previous	High/L	_
لمهور	R (S per to	nne)				65.4	67.0	_
_ منخ	Latest	Previous	High/Low		90.2 87.9	86.0	88.5	
May	287.60	289.00	272.00 263.20		96.0	87.0		

Nov Jan Mer	1025 1025 1026 1020	1029 1020 1916 1015	1025 1025	1005 1002 1002		3 1 23:
ICO in Mar 2	dicator p	1893) lots (nices (US daily 113. (117.88).	centa p	er po		31
						PO
SUGA	R (S per to	nne)				Aos
Rew	Latest	Previous		ALONE .		Mag
May Aug	257.60 255.00	269.00 271.00		10 263.1 10 264.0		No.
Oct	254.60	267.00	270.0	1785 OC		Apr
Oec Mar	265.03 258.03	250.00 246.00	260.0	10 10 267.1	an.	Tur
	Letret	Previous				
May	374.00	325.00		07 322	<u></u>	20
Aug	326.00	323.20	325.0	10 32 1.1	00	_
Oct	313.00	315.00		310.		Apr
	er: Raw 1010 (1825	5276 (4606 3	i) lots	of 50	loreros.	Jun
Paris-	White (FI	r per ton				Aug
2065, 0	oct 1980, i	Dec 1960, i	Mar 19	40, Ma	y 1980.	Tur
						PR:
LOWING		TVP-LLAND				
	tem (99.7		Cartha		uts	Ma
						Apr
	price \$ to			May	<u>Jul</u>	Jul Oct
1800 1900		156 94	164 108	8 33	47 87	Jan
2000		43	65	80	143	Apr BFI
Copper	(Grade A) (Calls	P	U28	_
2800		263		23	123	Tur
3000 3200		120 47) 119 63	84 203	225 388	_
		-	_	_		GR
						(f)
						Mag
INDI					7	Jun Sep
REUT	ERS (Bas	c: Septemi	per 18 1	931 =	100)	Nov

per tonne) Latest Pres 287.60 266.			_											.
alest Pre						Close	Previous	High/L	DW .	Gold (fi	na (xz) \$	price		ipe 3
266.00 271. 264.60 267. 266.00 260.	.00 .00	272.0	0 264. 0 264. 0 251.	.00	Apr May Nov Feb Apr	95.2 87.9 86.0 96.0 126.0	65.4 96.0 87.5 98.0 128.4	67.0 88.5 125.5	86.0 124.4	Close Opening Morning Alterno Day's h	g S g fix 3 on fix 3 igh S	64-384 84 4-3 84 83-7 84-3-3 83-363	54 54	227 kg 227 kg 227.1 227.3
258.00 246.	00	260.0	257.	<u> </u>	Turnovi	T 350 (22	II) iota of 4	U tonner	L					
	vious	High					L £/tonne			Coins		price		pe 2
324.00 325.			7 322		BUTAB					Mapiele Britanel		95-400 95-400		234-2 234-2
526.00 325. 513.00 315.			0 321. 0 310.			Close	Previous	High/L	OW	. US Eag		85-400		234-2
Raw 6276 (0 (1625). tite (FFr per 1980, Dec 19	(4500) r tonne	lots (of 50 ny 20	tomos. 75, Aug	Apr Jun Aug Cot	186.50 187.50 185.00 185.00	167.90 159.00 156.50 156.00	158.00 155.00	166.00 157.50	Angel Krugerr New So Old So Noble F	end 3 RV. 9	95-400 84-387 10-81 10-91 26.5-53	5.5	234-2 227-4 53-4 53-4 312-1
					1211070		, U. 23			Silver 6	<u> </u>	Vine a		US d
					MEGH	T FUTUR	ES SIQ/Inde	x point		Spot		44.55		581.5
ETAL DIÇI	وورين	THA!	ة مح	PTIONS		Close	Previous	High/L	0 -11	3 month		55.70 68.90		596.8 612.9
n (99.7%) De S tonne	C	Jul		outs Jul	Mar Apr	1634 1620	1635 1635	1634 1640 1		12 mon		90.10		848.5
	100	164		4	Jul Cos	1380 1482	1394 1495	1395 1: 1495 1:		CRUDE	O# 54			- :
	94	106	\$ 33	27	Jan	1525	1538	1535 1						- 15-
	43	65	90	143	Apr	1550	1560	1660	_				Previou	<u> </u>
rade A)	C	dis		ruts	BFT	1824	1631			May • Jun	19.		18.85	19.2
	263 126	209 119	23 84	123 225	Turnove	r 871 (26	161)			Jul IPE Indi	18. 18. 18.	13	18.22 17.80 18.67	18.7 18.1
	47	63	203	356	GRAN	Chonne				Turnow	FT 9640	(3534)		
					Wheet	Close	Previous	High/L	Cast .	QAS OF	L Sanon			
					May	118.85 120.45	118.30 120.30		118.30		Close	_	vious	High/L
.			_		Jun Seo	104.00	104.20	104.00	120,30	Apr	188.25			159.00
S (Base: Sec	tembe	r 18 1	931 -	100)	Nov	106.25	108.35	106.30	106.15	May	158.50			156.76
Mar 29 Ma	г 28	math	50a v	7 200	1					Jun	154.00			154.75
2000.4 200		1967.9	<u> </u>	797.5					··-	- Aug	154.50 156.50			154.75 155.50
			_		Seriey	Close	Previous	High/L	Day .	. Sep	160.00			158.50
NES (Base: E	Jec. 31	1974	<u>- 10</u>	9	May	111.40	111.05		111.15	Oct	160.00			
		135.63		32.19	Sep	101.10	101.05	101.10	_	Nov	160.25			
138.24 139	112	139.62		35.02			171 (91), 8 100 tonnes		(53).	Turnove	160.25 r 7613			160.25 100 ton

US MARKETS

THE PRECIOUS metals tended to ease nt, but support was noted at wer levels and prices recovered towards unchanged on profitteking, reports Drexel Burnham Lambert. opper eased in late trade with long quidation on the spot March contract. constructive for gasoline and which in turn added to strength in the crude oil. However, technical selling at the day's highs held the advance. Sugar featured trade buying which touched off

Profittaking at higher levels pared gains. Coffee railied on speculative and chart buying with profittaking and fund selling at the highs. The grains were quiet, on balance easing with profittaking in otherwise lacklustre

Because of the current extended time gap between the UK and the US closing New York and Chicago prices were not available in time for this edition. The prices shown here

are as at Wednesday's close.				
New York				
COTD		oz.; \$/tray o		
	Close	Previous	HelyLon	
Jer	383,3	383.0	0	g
Apr	383.5	383.5	385.3	382.4
Liey	385,5	385.6	0	0
Jun	387.5	388.0	397.4 395.2	395.7
Aug Oct	392.7 396.7	363.3 369.4	395.2 401.0	391,0° 397,3
Dec	404.6	405.4	406.5	403.0
Feb	410.4	411.3	4	0
Apr	416.3	417.3	417.0	415.0
				7444
PLATHUM 50 tray az. \$/tray az.				
	Close	Previous	High/Low	
Apr	522.0	522.8	526.0	518.D
May	522.0	a .	628.0	528.0
أمل	523,2	522.8	\$25.O	618.0
Ōcŧ	523.2	523.8	525.5	619.5
انطل	526.2	525.8	525.0	<u>521.5</u>
Apr	527,7	526.3	0	<u> </u>
BILVER 5,000 troy oz; cents/troy oz.				
	Cices	Previous	High/Low	
Mar	676,8	579.4	5B3.0	\$74.Q
Арг	676.8	579.6	0	0
May	580.A	684.8	588.9	578.5
انداد	591,9	695.2	600.0	589.0
Sep	603,3 619,9	607.7 624.5	612.0 628.0	601.0 618.5
Dec Jan	625.3	624.5 830.0	020-0	0 10.0
aun Mar	696.3	641.2	645.0	636.0
May	647.2	652.3	651.0	651.0
`سار	65B.4	882.7	962.0	654.5

Chicago Cione Previous High/Low 141.50 780/4 770/4 787/0 746/4 732/0 740/0 749/0 757/0 CRUDE OIL (Light) 42,000 US gails \$754 19.96 19.41 16.99 18.63 18.28 17.95 17.95 17.30 19.91 19.33 18.91 18.62 18.18 17.89 17.45 17.22 17.04 SOYABEAN OIL 60,000 lbs; cents/ib High/Lo 23.23 23.55 23.50 23.95 24.22 24.41 24.51 HEATING OIL 42,000 US galls, cents/US galls 5440 5270 5110 5040 5115 5230 5250 5504 5267 5100 5026 5105 5217 5273 5550 5320 6140 5060 5136 5230 5285 High/L 234.3 233.3 231.5 229.0 223.0 221.0 Previous High/Los 1413 1344 1332 1328 1318 1318 1318 1417 1339 1328 1330 1317 1315 1339 1433 1355 1340 1337 1325 1325 1356 273/6-276/4 266/0 263/4 269/4 271/4 COFFEE "C" 37,500lbs; cents/libe 125.68 121.00 117.75 115.00 116.13 116.50 126.28 121.51 118.08 115.50 115.18 116.90 117.00 123.80 119.75 116.90 116.25 0 0 117.75 115.00 114.80 0 May Jul Sep Dec Mar May 428/2: 408/6 414/0: 428/0: 428/6 430/0: 428/6 405/6 413/4 425/9 429/4 429/0 LIVE CATTLE 40,000 lbs; cents/lbs SUGAR WORLD "11" 112,000 fbs; cent High/Low 76.52 74.12 71.36 71.50 71.77 72.77 72.16 73.85 12.20 12.11 11.73 11.09 11.42 11.34 11.27 11,40 11,44 11,26 0 11,00 -11,13 71.70 0 71.95 -72.86 61.42 62.60 63.67 68.70 64.25 54.50 61,59 62,85 63,70 65,77 64,35 64,85 41.87 47.05 47.15 48.15 48.82 45.42 45.42 46.85 44.70 42.30 47.35 48.40 48.75 45.62 46.85 44.80 41.60 45.42 47.05 45.05 45.40 45.30 45.80 44.60 164.15 162.70 160.75 154.00 160.20 149.60 149.60 163.95 161.60 159.25 153.15 160.40 149.70 149.70 149.70 164.25 162.70 160.76 154.15 150.05 149.00 0 38.02 38.47 37.82 54.02 0 53.70 55.10 38.70 38.90 38.25 54.27 54.00 54.40 65.40 May Jul Aug Feb Mar May Jul

LONDON STOCK EXCHANGE

Futures nerves upset blue chip stocks

A LONDON equity market the three week Easter trading which found no cause for Account in equities.

enthusiasm in the UK trade

The annual meeting of TSB.

The annual meeting of TSB.

Royer car operations.

ing responses to a visit by City analysis to British Aerospace's houses to make a favoured absence of institutional intermarket play - selling the convert some burried shuffling of figures earlier this week proved highly vulnerable to internal factors yesterday. Share prizes fell away at mid-session on the prospect that the emiration this morning of the March contract on the FT-SR injures contract might spark a wave of selling of the

There were other factors underwining the equity market's somewhat optimistic reception on Wednesday for the EK train deficit for February. Totay marks the close of underlying stocks.

The annual meeting of TSB. the privatised trustee savings bank, was warned that profits would be down in the first half of this year, a prospect that turned attention back to the harsh implications of high

domestic interest rates.

A cloud also appeared over the oil share sector, which has outperformed the rest of the equity market over past weeks, as a leading London securities house took a more bearish view of the major oil stocks. Among UK manufacturing issues, there were disappointRover car operations.

Selling pressure increased in the final hour of trading and

the FT-SE Index, 16 points off at 1600 hrs, ended the day 22.3 sold off, mostly by market makers, the investment institutions decided to stay away from the market.

The general weakness in the Footsle stocks suggested that some market makers had The natural shrinking in the premium on the FT-SE conalready begun to clear posi-tions yesterday afternoon, but the principal test will come in early dealings today. Seaq vol-ume increased to 528.5m shares tract ahead of its expiration this morning unsettled the blue chip stocks. The contract has often been at a sizeable from Wednesday's 452.8m, a

ing stocks.

houses to make a favoured absence of institutional intermarket play - selling the contract and buying the underlytrading books by the marketmaking firms. Expiration of the contract

Exceptions to the downward trend were hard to find, but Consolidated Gold Fields again stood out strongly. Minorco's attempts to rid itself of the US legal injunction against buying more Gold Fields shares strengthened belief in the Lon-don market that it will increase its £3.2bn offer shortly in an attempt to break the opposition of the Gold Fields board.

28 High 127.4 (17/2) (15/2/83) (26/10/71) S.E. ACTIVITY 95.1 99.7 211 0 1567.6 Opening \$10 am, \$11 am. \$12 pm. \$1 pm. \$2 pm. \$3 pm. \$4 pm. \$17927 17833 17021 18985 18930 18912 1891.1 18909 DAY'S HIGH 1703.4 DAY'S LOW 1885.1

Rover out of fashion

Talk of swingeing cuts in British Acrospace profit fore-casts swept the market during an analysts' tour of BAe subsidiary Rover. "The downgradings are savage," said one dealer. Rover profits will be flat this year," said another. The upshot was the shares dropped 21 to 555p in volume of

As the share price descended rapidly, the source of the reduced profit forecasts was identified as Warburg Securi-ties, which was said to have moved from around £315m to £285m for BAe, and reduced Rover's contribution to 260m from £100m after a hurried telephone call from its analyst in Cowley. Warburg declined to comment on the stories.

Hoare Govett, the company's broker, sprang to BAe's defence, saying that it had always pointed out the high cost of Rover model launches and was sticking with its preand was sinking with its pre-dictions of modest growth: Rover profits to be £75m for the current year and £300m for BAe as a whole.

There was wide agreeement that the more bullish analysis

Staff working

9 15 MA DE

With the working t

net William to the M

and the same Maria

and the man to

or a great of the 🏗

gaging to the completion; e

are as the first of

same weg M

දු දෙදාය දුපල ≛ 🐕 🔄

Chicago

the Property P

CONTRACTOR

2 pm - 1~ ALL SE STORES will have to reduce their fore-casts. "I think there is going to be a general rounding down," said Mr Chris Avery at Citicorp Scringeour Vickers, where the last published figure was £340m. "We will stay above £300m and are still posi-

TSB warning

TSB was among the market's worst performers after colling. end of expectations from news emerged from the group of Beinett worst ignored by the annual meeting. Sir Nicholast Goodison, installed as chair tions chairman's statement on man last January after guiding the Kler subsidiary and an unharby analysts' meeting. the Stock Exchange through the stormy waters of Big Bang, warried TSB shareholders that he expected profits for the first half of this year to be lower than those of the same period last year.

Sir Nicholas's warning came after he said that the favourable trading conditions of the past few years had gone. High interest rates, he continued, were bound to have an effect on housing and mortgage mar-kets. TSB shares were heavily sold on the news, with the price sliding to an eventual closing level of 118p, a net fall of 10%. Turnover increased

sharply to 16m. Mr Robert Law, banks analyst at Shearson Lehman Hut-ton, described the news as "a serious blow, to TSB and said. rent year pre-tax profits from -

£470m to £410m. His forecast for earnings per share has been reduced from 20%p to 18p.

Mr Law said TSB was being hit hard by sharply reduced margins on its mortgage business, which accounted for some 60 per cent of TSB's total

But the Shearson analyst added that the selling of TSB shares "has been overdone; we are buyers for a recovery.

Burmah slide

Burnish delivered preliminary profits of £146.2m, compared with last time's £136.5m, and increased the dividend total to 19p, but these figures failed to trigger any strong support. Consequently the shares ran back to close a net 23 off at 542p on turnover of 2.3m. Dealers said the stock had suffered from some analysts taking the view the company had gone

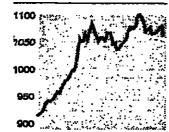
One analayst said the figures were "bang in line with expectations, yet the stock was undermined by a generally poor showing by the market,

especially oil shares."
But Mr Philip Lambert, an oil analyst at Kleinwort Benson, remains a strong sup-porter of the stock. "We think the market is ignoring 11.5 per cent growth in lubricants vol-umes, beating world lubricant market growth by a factor off 11.5 times, ignoring the company's confidence by upping the dividend by 15 per cent in a sluggish year and ignoring the benefits of heavy capital expenditure on three core businesses: Add to that the 29.9 per cent stake in Premier, which is currently worth fillom, which if sold would have a big effect on earnings per share growth."

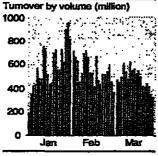
Full-year profits near the top end of expectations from unhappy analysts' meeting. The price closed 14% weaker at 199p. Turnover was a busy

Hoare Govett was one broker to downgrade the current year profits forecast: from £138m to

FT-A All-Share Index



Equity Shares Traded Turnover by volume (million)



£133m. "The stock has not been rated on track record but on chairman Brian Beazer's talent for turning around acquisi-tions," said Ms Krystyna Brzeskwinski. "For Kier to go wrong puts a question mark over his reputation." She said that corrective action was rap-idly being taken but investors were hanging back to see if it worked. "At £133m forecast, the stock is on a cheap 36% discount to the market."

Mr Angus Phaure at County NatWest WoodMac was also positive, pointing out how good a deal last year's Koppers acquisition was. But the Lon-don market had not inter-preted correctly Brian Beazer's management changes at Kier, he said. "Give people a chance to went their spleen on the dis-appointment before they realise how good a price Beazer is. The is sticking with his £130m forecast for the current year.

Another big jump in crude oil prices - May Brent was up some 60 cents towards the close of business - had little impact on the oil majors which suffered from a "sell" recommendation issued by the oil team at County NatWest.

NEW HIGHS AND LOWS FOR 1989

INTER PRINTED (149).

SELTIMENT UNION (15) Tream. Spc 1989, Tream. Spc 1989, 17004.

Spc 14 1990, ABERTHCANN (15) CANADIANS.

(5) ABBOT GENERY, CONTROL CAN. "A. Tream. Can Pipe, RANGE (4) SERVINES (2) Clark (M.), Cutraness Skp or Cr. Le, Bull Debod.

(4) CHEMICALS. (3) Leigh Ints. Spc-Pt, MTM, Wides Proceedings. STORES (5) ELECTRICALS.

(7) ENGINEERISMA, (16) POODS (4) ELECTRICALS.

(7) ENGINEERISMA, (16) POODS (4) ELECTRICALS.

(8) CONTROL C Littletnen, remain and the Beckman, strey Parts, Young (H.), WERERANCE (B) 3030E (d) MOTORS (2) Jessey, Volvo, Verspartens (d) Papers (f) Property (sespons) (d) Steem, TEXTRES

Dutch, OVERBEAS TRADERS (1) Herrison Cross., PLANTATIONS (1) Moren, MINES (4) THERD MARKET (4) Cornec, Leeding Leis., Takara, Waltegass Leis.

LOW. Takora, Writingato Leia.

NEW LOWS (18).

BRITISH FUNCIS (1) Each. 13½pc 1982,

SANKES (7) Hombrox, SERWERS (7) Scott

A New., BULDINGS (3) Saldwin, Sellwinch,

McLaughtin & H., CREMICALS (1) Physu,

STORES (2) Each Home Proda., Specialeyes,

PLECTRICALS (2) Apricot Comp., Ster Comp.

PROBRETSHING (1) Bothwicks, FOODS (1)

Methews (5-), BOUSTMALS (10)

METHEWS (5), BOUSTMALS (10)

METHEWS (1) Southweep, PAPERS

(2) Pavillon Laia., Trillon, NEWSPAPERS

(1) Southweep, PAPERS (1) Laker Walter,

PROPERTY (2) Hanover Druze, Union

Square, Zurick Grp., TEXTILES (3) Albins

Bros., Drusmond Grp., Tomkinsons, TRUSTS

(2) Ghidelouse Grp. Writs, Lon. Forfating,

OLE (1) Cleremont (URC), MINES (2) Paringa

Min., Poisset Res.

"We think it's time to sell BP and Shell, they look expensive," said Mr Ian Graham at County. Mr Graham said BP and Shell had increased their dividends by 6 per cent and 8 per cent respectively against increases in dividend by other top companies of between 20

leaves them with underlying positions in the stocks which

they may be nervous about holding.

and 25 per cent.

BP "old" shares fell 7 to 282p on turnover of 4.5m while the "new" gave up 6½ to 177p on 2.5m. Shell slipped 7 to 382p on turnover of 2.6m and were additional turnover of 2.6m and tionally uneasy after stories in the market that the US subsidiary may be considering a bid for Burlington Resources, the US gas distribution group ere Pennzoil recently built

an 8.5 per cent stake.
The TSB news caused a few flutters among the clearing bank shares but sector analysts were quick to point out the much more limited exposure of the big four banks to the housing and mortgage mar-kets, which generally account for around 10 per cent of loans. Sun Life were a weak feature in the life assurance market with the shares down 27 at 928p after the disappointing figures released on Wednesday and a County NatWest Wood-Mac recommendation for cli-

ents to switch to Pearl. Spring Ram continued to advance on the back of last week's results, closing 8 up at 259p but below the day's best. Charles Baynes slipped a penny to 33p after announcing the issue of 35m new shares and the purchase of an Alida Holdings subsidiary. Alida stock slumped 40 to 320p, not because of the sale or the quarterly profits rise of 16 per cent, but because of a thinly veiled profits warning in the accompanying chairman's statement

Of quietly traded Brewers, Scottish & Newcastle closed 12 lighter at 301p, after seeing some selling pressure Other-vise, the leaders were little changed, although Bass fell 3 to 915p after its subsidiary Coral Racing bought Leisure Bookmakers from Leading Leisure for £19.2m.

Storehouse were also traded against the trend, ending the session 4 to the good at 184p on turnover of 3.5m shares. The word in the market was that Mr Asher Edelman, the US arbitrageur with at least 7.1 arbitrageur with at least 7.1 per cent of Storehouse, has finally got the funds together to launch his much heralded consortium bid. Three US hanks are said to have pledged their support for the takeover attempt, and dealers were ten-tatively talking of an opening offer of just over £2 per share. Cable & Wireless highlighted the electronics arena with the shares strongly bought up to 474p before easing marginally late in the session to close a net 8 up at 469p; turnover came out at 2.4m shares. Much of the demand was triggered by heavy interest in the June

500's in the traded options. There were various stories around the market, most notably revived talk that the company could be considering a flotation of its Mercury subsidiary, à la Racal. Dealers said there were also stories that a major "buy" note, highlighting the group's Hong Kong inter-ests, from one of the leading US securities houses was immi-

Unitech, up 5 at 319p, after 325p, continued their steep rise which has taken the shares some 50p higher over the past few days. Marketmakers reported a substantial increase in activity in the stock on Wednesday when some 3.86m were traded. Apart from the 29.9 per cent held by Swiss group Electrowatt, this represents some 8.5 per cent of the remainder of the shares in

Glynwed improved to 329p on further consideration of Wednesday's finals before falling back to close a penny ahead on 325p. A 40 per cent fall in profits at Molins was poorly received and the stock plummeted 30 to 226p.

Speculation again sur-rounded food group Ranks Hovis Macdongali (RHM). As on Wednesday, the talk of a broker's upgrading and buy circular proved unfounded. The old story that Australian shareholder Goodman Fielder Wattie had found a buyer for its stake was also doing the

The current French affair with UK agencies heightened yesterday when private concern Motif Action snapped up some 14.9 per cent of the equity of Addison Consultancy. Smith New Court conducted the raid

Basis 100 Govt. Secs 15/10/26, Fused let. 1928, Ordina Gold Mines 12/9/25, SE Activity 1974, NNII 10.90 business. ** Corrected figure. TRADING VOLUME IN MAJOR STOCKS

on the market, paying around 41p per share for Account setintrigued traders because only a fortnight ago Addison announced it had received an approach which might lead to an offer. It was then generally assumed that MAI was the predator.

Stories abounded that Motif and MAI were only interested in Taylor Nelson, the jewel in Addison's crown, according to Mr Andrew Mills of BZW. The other divisions could be floated off or sold to their respective managements, he continued. WPP chief Mr Martin Sorrell will no doubt be keeping a close watch on events and could swoop if he sees a case to trade with any successful buyer. Addison shares retained

virtually all of the early gain to

end 4% up at the best this year signs of regaining stability of 40%p. Publishing groups began to

attract interest ahead of trad-ing statements next week. Pearson recorded business well above normal levels, owing largely to an agency cross involving 2m shares, and rose 4 to 695p; the preliminary results are scheduled for Monday. Maxwell Communication also went against the wider market trend, although the gain was clipped late to only 2, at 218p on hopes of good annual figures next Thursday. Higher full-year profits made little overall impression on shares of United Newspapers (466p), inflated recently by the live prospect of Mr Conrad Black, owner of the Daily Telegraph, increasing his small stake.

after the prolonged slide on the profits warning and closed 6

higher at 290p.

Motor distributor and petrol retailer Davenport Vernon was the day's only new issue. Placed by County NatWest at 135p, the stock attracted rea-sonable two-way business, and peaked at 143p before settling at 138p by the close.

Most Properties weakened with the market, although Rosehaugh, the subject of speculation that it was a bid target for Canada's Olympia & York, maintained its recent good form, closing at 696p, up 3.

Other market statistics including FT-Actuaries Traded Options, Page 27

APPOINTMENTS

Senior post at Shell



Mr C.A.I. Herkströter (above) will be appointed a managing director of N.V. KONINKLIJKE NEDERLANDSCHE PETRO-LEUM MAATSCHAPPIJ (Royal Dutch Petroleum Company)

from July 1.

He will become a member of the board of Shall Petroleum. N.V., a managing director of The Shell Petroleum Company, and a director of Shell Petro-leum Inc. thereby becoming a

group managing director.

He joined the group when Billited was acquired by Shell Petroleum in 1971. After senior posts in the UK, France and Germany, in August 1988 he returned to The Hague to his present post as regional co-or-

dinator Europe, and a director

of Shell Internationale Petro-leum Maatschappij B.V.

■ Mr David Lovesey, who joined SEEBOARD as deputy chairman in 1987, has been appointed managing director designate when it is privatised next spring. The executive directors will be: Mr John Quin, finance director, Mr Len Jones, operations director, Mr Jim Ellis, commercial director, Mr Terry Boley, corporate strategy director, and Mr Maunder Wide, administration director

THE EBBW VALE GARDEN
FESTIVAL has appointed Mr
Lyn Powell as chief executive. He was executive director. The festival opens in May 1992.

and company secretary.

JOHN MOWLEM & CO has appointed Mr M. Lewis and Mr T.J. Aver to the board of its subsidiary, Mowlem
Property Developments. Mr
Lewis was development
manager at Bristol and Mr Ayer was project manager in London.

TICKFORD, transport specialist, has appointed Mr Michael Hamlyn as its first director of rail. He was consultant project manager for the Docklands Light Railway in London.

■ BIOSEPARATION ASSOCIATES, Livingstone has appointed Dr Bill Duncan as non-executive chairman. He is chairman and chief executive of Coopers-Animal

Finance director of B.A.T. Inds

■ Mr David Allvey, head of the finance department of B.A.T. INDUSTRIES, joins the board as finance director on

April 1. Mr Martin Broughton, an Industries, has been appointed chairman of THE WIGGINS TEAPE GROUP, a subsidiary, from June 1. Mr Ian Kennedy becomes managing director of the group from April 1. Both appointments are in succession to Mr John Worlidge, who is retiring at the end of May.

Health, an ICI-Wellcome joint venture.

■ Mr David Somers, managing director of Manufacturers Hanover Investment, has joined NIKKO CAPTIAL MANAGEMENT (UK) as director of investment.

 PIONEER INTERNATIONAL has appointed Mr Norman Nolan and Mr Peter Stancliffe as joint European general managers. Mr Nolan, based in London, will be responsible for the UK and West Germany, and Mr Stancliffe, in Madrid, will be responsible for Spain and Israel. Mr John Leevers, managing director of the UK readymixed concrete operations, replaces Mr Nolan as UK group managing director. Mr Bob Taylor, director of shore-based

operations with United Marine Aggregates (a joint venture with Tarmac), replaces Mr Leevers as managing director, UK concrete division.

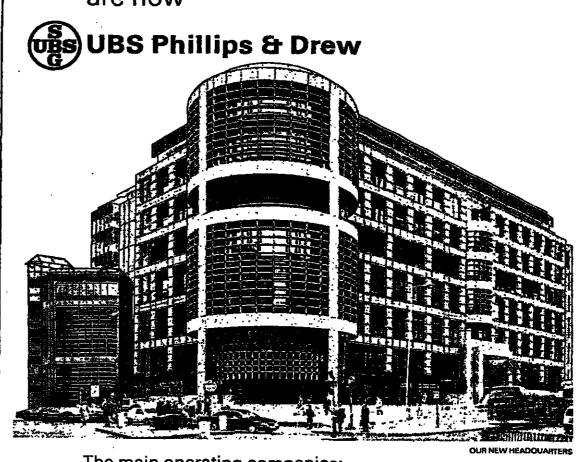
■ BUSINESS MORTGAGES TRUST has appointed Mr Bruce C.B. Clarke as finance director. He was company secretary, and succeeds Mr Robert R. Davies who has



EATON CURPORATION has appointed Mr Derek Dawson (above) as vice president, truck components Europe, with headquarters at Hounslow, and manufacturing plants in France, Spain and the UK. He was general manager of the transmission division at Gales-burg, Michigan. Mr Dawson succeeds Mr John S. Rodewig who returns to the US as vice president, Eaton truck compo-nents worldwide, at the corporation's beadquarters in Cleveland. Ohio.

Phillips & Drew Ltd. Union Bank of Switzerland (Securities) Ltd.

are now

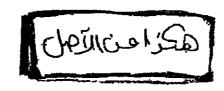


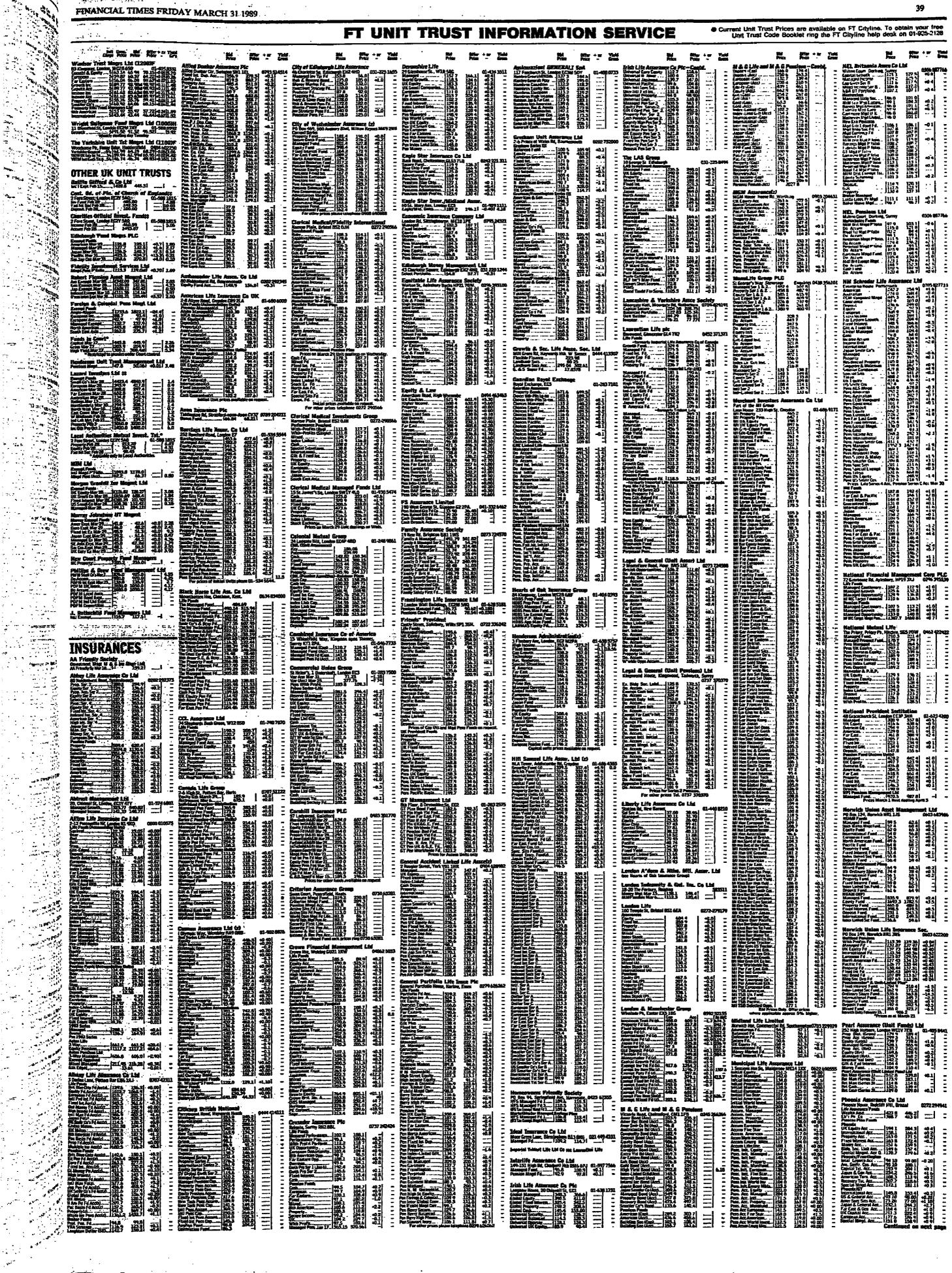
The main operating companies: **UBS Phillips & Drew Securities Ltd** UBS Phillips & Drew Gilts Ltd UBS Phillips & Drew Futures Ltd UBS Phillips & Drew Services Ltd

100 Liverpool Street, London EC2M 2RH." Telephone 01-901 3333



AUTHORISED	List Case. 23d Offer to Velt Carp Price Price Rice - C-1	Lair Com. Bid Stier 4 or Videl Come Price Price Price - 674 Eagle Star Unit Money Lind - Countd. Gove 1 or 100 / 1	Butt Cast. Sid differ to Yield Shope Price Price Price - 67 att (John) Unit Mynnt Ltd (1000)F Idean House, 4 Battle Bridge (Jose, Loudon SEI		Last Cont. Bid Office or Video Comp Prior Prior Prior - Gra Halland Unit Trunjo 12st — Contal.	Provident Makes Unit Tet Mars Ltd (9705)01	Int Cast. Sid Office or Vold Grey Patts Patts From From Et Smith & Williamsen Unit Tat Mars Cl 001,177,177 1,600ap from S. Lamps W.J. 285. 01 437,117
HAITT TRUCTO	Marconn (lairs)	For Editory Act	78 7979 18 7979 18 18 18 18 18 18 18 18 18 18 18 18 18 1	90 Bat 63, Chatham, Kent ME4 478 Deallor 0634 834313 B	Saland Pentinus Pentinus Dell Trant * **Trible		1 Reday Hours 2 144 1 164 1 194 1 184 1 18 1 18 1 18 1 18 1 18 1
Abbey Unit Tst Hingrs (1200)H 80 Holdesturs Rd, Bourdanouth 0345 717373	Occum Virits 2 123 0 126.1 133 6 0.93 ler Portfolio 2 1 53 33 55.18 56 89 3.56 Accum Units 24 54.29 56.8 57.92 3.56 Righ Income Port 348.27 48.44 50.20 6.90	Elega List (1600)F Central D. Knoll Rise, Prainque, 8R6 OJA 0689 70538 UK Se Central Treat	Coults 5, 17, 22	Entra legane	Propagation 54 50.70 50.90 50.50 4150.76 in & Flood int 54 40.32 49.50 52.11 4007.56	Productial Halborn Civit Tets Ltd C144519 51-69 Hord HRI, Utord, Execute 1201. 01-478-3377. controls Link Line 0600 918345	Sentersign that TSI Maryon Law 10002 200020 12 Christianush B, Barresson S, Sale 31.29 a pull 77 Christianush B, Sale 37 50 2014 31.29 a pull 77 24 77 55 4 50 1 20 1 20 1 20 1 20 1 20 1 20 1 20 1
Warshalde Bood & 188.20 188.204199.50 44 30 4.86 Capital Growth & 188.20 188.204199.50 44 30 4.86 Capital Growth & 180.4 14 87 68 57 68 67 67 670 671 670 671 670 671 671 670 671 670 671 671 671 671 671 671 671 671 671 671		European	mill Gr5 54 (45.6) 44.97 46.10(4.0)(1.6) wille Unit Tat Manuel 1.44 (1709)F at Line, Lordon Gr5 807 01.4221212 4	Do Laconan 5504 57 814 57 804 63 2 20 4 11 2 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	in & Fried Int 54, 49.44 47.63 52.24 44.67.69 come 54, 56.45 54.54 59.52 40.253.78 come 54, 56.45 54.54 50.04 40.54 60.50 comp & Pacific 54, 56.46 57.04 40.04 40.56 00.00 comp & Pacific 54, 56.47 57.04 40.04 40.56 00.00 comp & Pacific 54, 56.47 57.04 40.04 40.56 00.00 comp & Pacific 54, 56.27 40.00 0 70	Inhinor Emily Inc6 64.52 64.52 47.325 -1.0914 Av. Nothern Emily	Manageri
Capital Reserva Act 0 823-93 823-92 823-94-0.1314-77 Capatry & Enrewy 6 94-87 99, 74400.8 10 6-930.00 1992 Enrepurios 6 54,78 55,75 59,30-43 123,304 European Capital 6 78.30 78 91 83,94 63 30 89 Gereral	CIBC Unit Tel Managers pic (1200)H Cottons Cr. Cottons Lago, Ldn. SEI 201. 01 234 6000	Special Sits	ham this Yet Monte (1000)5'	N American & Sen . 5(1)4.27 114.27 121.50 40.54 47 Do (Accom)	moton Managed	February 2011 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 -	OR 16 1496 Inc. 16 1 20 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
935 Growth Act	125 High Hulborn, Centes WC1V 6PY 021-342 1148 15 507 53.07±5.45 - 0.72 Sincereziossi 5 93.69 53.69 57.11 40.11[1.99 15 12.71	JiK Groutch br 514 166.2 164.2 174.7148815 52 Integer les Acc 514 377.0 377.0 401.114.394.74 INUM 110 16 16 16 16 16 16 16 16 16 16 16 16 16	6	On Magneti 5182,07 182 07 193 647-1.29 0.00 Small Date & Ramy 530 46 306.49 520.00 Do Magneti 5187,15 397 15 397 94 440.02 0.00 UK Caresti 5187,15 397 15 397 94 440.02 0.00 Do Magneti 516,20 67 20 71.49 45132 54 Viscolate Gett 520,92 20 32 22 52 52 -080.08 Do Magneti 587 25 297 25 30 22 21 52 -080.08	Marketinia Delling : 6000 000/35 K Specialti Timb 2 (4.55 (4.56.65.97) 48884.43 maller Con77-1 .51, 12275 33.520 33.50 4584.43 maller Con77-1 .51, 12275 33.520 33.50 4584.43 maller Con77-1 .51, 122.55 33.520 33.50 4584.13 maller Con77-1 .51, 122.55 33.50 33.50 4584.13 maller Con77-1 .51, 122.55 33.50 33.	For Bullius Hampstonia and Communical Bolon Responsey Unit Test Minure Liti (12800) 35 Foundais St. Manchester HZ 24F British Incomer 54, 57,04 57,05 61,004-4294,09 British Ground 54, 54,28 54,73 54,291-4212.28	Fine Ling Co. Ac. 79 (205) 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
10 Queens Terrato, Abendeen AB9 1Q.1 0800 813580 American	2-6 High St, Potters Bar, Herts 2-6 High St, Potters Bar, Herts 2-6 Gea Dist 51 139.8 141.0 148.4 60.191.12 2-6 Gea Account 528.5 235.2 247.6 4.6 6.0 12 2-6 Lectorse Dist 544.7 3 4.3 103.6 44.0 554.12 2-6 Lectorse Dist 544.7 3 4.3 103.6 44.0 154.12 2-7 10 Int Account 512.12.8 221.2 22.9 14.2 15.44	For East	und Musuagers Limited (1200)4 Innent Rd, Undridge, Milde 1880 1872 0895 597/33 of American5 (90.28 91.44 98.25)40.2616 67 of Acctration5 (63.25 64.55) 67 74 4.011 3.95 of Section5 (49.77 66.05) 67 74 4.011 3.95 of Section5 (12.55) 680/35 77 64.011 3.95 of Section5 (12.55) 680/35 74 6.011 3.95 of Employm5 (11.10) 13.92 19.91 4.012 4.95 of Chi	London 6. Mantenester (150 Majori) Ltd (1000)M (1000)M Winslade Park, Enter EX3 105 (1922)22673 M American	Section 51, 199.00 pp. 65 11.16 12.22 12.00 pp. 10.16 12.22 12.00 pp. 10.16 12.22 12.00 pp. 10.16 12.22 12.20 pp. 10.16 12.20 pp. 10.16 pp. 10.16 12.20 pp. 10.16 pp.		45 Contacte 26 Editherib American 9 - 52 (5.9 27.5 9 27.9 9.2 (2.0 27.0 27.0 17.0 17.0 17.0 17.0 17.0 17.0 17.0 1
Do Accom	Carmon Fund Managers Ltd (0700)H L Olympic Way, Wenteley, HA9 OHB 11-902 8976. Deating: 0800 282621	of of the Toss	dian Royal Ex Unit Myrs List (1200)H Enskape, London EC3V 315 em V	Secretal	ligh Income Parells	For Remissay see Variables their Track Monaport Rock Assect Magnet (Marit Track) Lig (9905)#: Park View Hotel, Frank Street, Bestim Newscatte speen Tiew (EC) 7772. Europe (Remissay) 914-51.5 No.10 -06-251LCD/7 Europe (Remissay) 914-51.5 No.10 -06-251LCD/7	Accord United
UK Growth	Seropen	MIS Int Profes218346 25 941-166522 Great ALS Gest Profes217.42 77.42 97.401-60122 Gest FS Investment Managers Ltd (1200)A 90 West George 9, Glasson Liverton Erith Managers 28 25 28 28 28 10 10 98 Profession	Finest	Tarre (Losy, Tomer HIII, ECSR 580, Cet Services (0.1-55), 4898	particulty States - 51, 141.5 101.5 150.3 42811.67 acres to 51, 42.5 40.5 40.5 40.5 40.5 40.5 40.5 40.5 40	H.M. Retitacibile Franci Migurit (1896)F. S. Switch's Lane, Louise ECA Dealtry (U. 200 2000) H. America (Rept.) — \$27.12, 27.41, 27.54,	Pacific Lost bias 21 3 (2016) 111.43 114.43
Enginet	Accus Units 5 68.20 68.88 73.28 4092.17	to (Accom) 6 77 33 77 33 78 01 -0.001 28 Golds	libers		reports States 5% 77 66 79.664 84.53 41811 54 1181 5	Hit Hallam DH Qua 6/66, 94 66, 94 71, 99/62/25. Ht Sank-Rawlan o 7/62, 7/62 7. 7/74 67/22/25 Ht Sank-Rawlan o 7/62, 7/62 7. 7/74 67/22/25 Ht Sank-Quantum o 3/62 7. 7/2 2/62/25 Ht Sank-Rose o 3/62 7. 7/2 2/62/25 Ht Sank-Rose o 3/62/25 7/62/25 1/62/	## Colon 100 to 10
Pacific 54 317 4 307 0-3 010 15 16 15 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	** East & Gen	10 (Account) 6 31 88 31.88 33.71 10 0 6 5.77 57 (account Grett) 6 50 3 5 5 3 5 6 3 3 5 6 4 18 14 82 6 (Account) 6 60.24 60.24 64.08 60.12 4.81 6 (Account) 6 70.50 70.80 75.32 60 1, 13 70 (Account) 6 72.85 72.86 77.50 400 1, 33 71 (Account) 6 72.85 72.86 77.50 400 1, 33 72 (Account) 6 72.85 72.86 77.50 73 (Account) 6 72.85 72.86 77.50 74 (Account) 6 72.85 72.86 77.50 75 (Account) 6 72.85 72.86 75 (Account) 6 72.85	ness Maion Unit Tot Mgrs Ltd (1000)F 142, 253 Mary 1-Mill. 623 01-223333 ac Growth 5 42.8 53.774-54.77 -0.80 Coront 5 47.99 49.14 52.0940.50 Growth 5 48.19 49.14 52.09-0.250.80	Cornersion Security - 5522.94 535.8 5e6.6 -1.91.88 F. Corversion Security - 5259.51 274.74 290.5 -1.25.42 17	ampe Perf	UK Solf- Cr. 54 49 5020 5516-422000 UK Income 34 508 5145 94 5160 66 66 66 66 66 66 66 66 66 66 66 66 6	Sam Life of Commits that Mayer Let (1995)16 Bastopiler, Redustrios Breit UK Schore \$4 DS D. 19 J. \$2,91-4 DD 19 UK Commit \$4 DS D. 19 J. \$2,91-4 DD 19 UK Commit Commits \$4 DS D. 19 J. \$2,91-4 DD 19 Whitehold Court \$4 DS D. 20 J. \$2,00 DS 19 Whitehold Court \$4 DS D. 20 J. \$2,00 DS 19
Accord Gart Treat managers Lin (1997) 9966 in Twite Bart VI, Lundon Bridge SSI JANX 01-477 9966 in Ehical Yst	Accord United	30, Tesibridge Rd, Tesibridge TR11 90Z Recover all free Desilogis Ricolates Statutions (1916) 100 Acr. Breiter Desilogis (1900 414181 100 Acr. Ricets / 1916 1141 1140 1140 1140 1140 1140 1140 11	uy	European 5022 3 242 2 243 1 5 0.00 fm Uncom Units 5055 3 307 35 2 1 4 0 88 fm Entry Yield 5515 3 31 0 3 3 0 5 0 2 2 3 3 4 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 4 6 6 0 2 2 3 5 6 6 0 2 2 2 3 5 6 6 0 2 2 2 3 5 6 6 0 2 2 2 3 5 6 6 0 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	sem Roag 54, 27,78 27,77 29,77 4962.03 41 Growth 54, 42,77 42,57 42,67	GR	Spec Life Trust Magnet Left (12009) 10, Camer St, Leston E-PRE 350 10, Camer States Annual St, Leston E-PRE 350 10, Camer St, Leston E-P
95 Income & Earth 4 6 49 30 49 45 32 45 140 147 307 9 15 14 145 145 145 145 145 145 145 145 1	1-626 0566 Denting: 01-9296363 Services index 51, 110.7 113.1m 119.6 40.2 11.67 Services 54, 448.9 453.1 483.5 - 2.7 2.80 Services 54, 448.9 453.1 483.5 - 2.7 2.80	ustralia	at the lar 1 1 1 1 1 50 1 1 4 4 the 1 1 7 50 1 5 6 5 to t 1 5 6 cot 2 1 1 5 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 1 5 7 5 1 6 1 6 1 6 1 6 1 6 1 6 1 6 1 6 1 6 1	Account Markst 3578-35 380.7 427.3 -0.722.62 6600000000000000000000000000000000	esses: Interior Production (1984), 64,666 64,660; 68,722 - 3,56 (sl. Board	100 100	The production and \$1,000 and \$1,
AEtna Unit Trusts Ltd (1.600)F AEtna Hess, 2-12 Pentamilia Road, London, 81, 905 Braker Dies 6000 019 604 Braker Dies 6000 019 6000 Braker D	m Las 39303 - 34 50.79 62.28 66 46 -0.191.75 6 come - 35 4 387.0 90.1 416.3 - 214.97 6 come - 35 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5		5 Rayleigh Rd. Histon, Breatwood, Ester te 0277 227300 Doubley 0277 227300 y Share - 35 47.51 27.01 97.1071 19 seth 5147.64 67.64m171.76142210.95 bres Unit Trest Managers Ltd (1906)F	Caccom Goist	2012 GR & F 2/70.15 70.15 71.90 4698 1.5 propen Dis 51, 72.02 72.02 25.44 4.00 1.03 propen Acc 51, 72.02 72.02 25.44 4.00 1.03 propen Acc 51, 72.02 72.02 25.44 4.00 1.03 propen Acc 51, 72.02 72.02 25.44 -0.42 Grant - 1.42 1.23 1.23 1.24 1.44 Grant - 1.42 1.23 1.24 1.24 1.24 1.24 1.24 1.24 1.24 1.24	Manyof	State Control Act
(Accum Units)	lapital House Unit Tst Right (0985)H J. Spital House, Festival Square, Ediaborgh. M 32-228 4477 DeaHag 0800 833564 M	ages Spec Sts 54, 88.52 86.52 92.27 -1.21 0.00 Addini 32	bras Unit Trast Managers Ltd (1906)F 5 Rayleida Rd, Hathan, Brestmond, Essa- isa 6227 227907 5 Sayleida Rd, Hathan, Brestmond, Essa- 5 Sayleida Rd, Hathan, Brestmond, Essa- 5 Sayleida Rd, Hathan, Brestmond, Br	Accent links 5 107.9 11985 1270.4 11770.00 M Japan Smaller Cox - 5124.75 125.7 122 914.7 0.00 M Accent links - 5124.75 125.7 127 914.7 0.00 M Accent links - 5124 51 125.5 133 64-170.00 M Biddland - 51611 78 1074.3 1079.8 -254.00 M	Histor Found Managers List (1904) Histor House, Arthur St. Edy Rith (1,423)258 Histor	General Eng: U/33 239900 Peaking: 97,33 239000 Engity	Spring Life Pay Tal Man Co List C1800M 95-101 Linear hi, Separatis 977-2-501A Engly bea 377-7-777-785 (1982-8)
become & Growth 5 342 1 346, 541367 2 6 6 1346 1 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	ava feet to 51, 25 A 25.77 27.41 e. 17 Feet to 18 A 25.77 27.42 27.41 e. 17 Feet to 18 A 25.77 27.42 e. 17 Feet to 18 A	idelty Seject Personal Pendena Pertitalisa merrican 51 (10.10 10), tos 100.3 (4.0)0.00 Japan ser See Sh5 51 (10.4 7 10.5 44 112.3 14.40 0.00 Mortal- sis 51 (72.2 97.2 24 112.3 14.40 0.00 Mortal- person	asalon	Reservery 51677 26 617.0 652.5 -0.24.01 Or Access Heisted 517.0 652.5 -0.24.01 Access Heisted 517.0 652.5 -0.24.01 Access Heisted 517.0 217.7 107.0 6.2 1.5 56 56 56 56 56 56 56 56 56 56 56 56 56	cater: 01-626-0825, marrier: 01-626-0825, ma	Search Control Data 4 1592 2 163.4 177.7 4 325.5 thigh for Access — \$1 169.5 169.6 this \$159.6 thin \$1	Final Intelligence 55,272.3 70.5 225,314,300.00 TSE (Inst) Treats (p) (1800)F (2544,3404 TSE American Library 1801,07 181,37 11,481-43 21,47 155 American Library 1801,07 181,37 11,481-43 21,47 155 American Library 1801,07 181,37 11,481-43 21,47 155 155 155 155 155 155 155 155 155 15
Preference	6 Tokenbouse Yard, London ECZR 7AH 01-606 0708 Gasseove Perfoto 554 52 54 77 59.56 12.30 in Propent Perfoto 54 52 54 77 59.56 12.30 in Page Perfoto 54 52 54 76 5 59.20 12.30 in Page Perfoto / Chariskarett (1.000) F 32 52 52 52 52 52 52 52 52 52 52 52 52 52	in a Committee - 34 - 64 - 67 - 79 - 104 - 3 of 355 - 60 - 60 - 60 - 60 - 60 - 60 - 60 -	erson Unit Tst Mayort Ltd (1200H) 5 Rayleigh Road, Hetton, Bestwood, Esser- so (227 22730) Desling (227 261019 Regional - 54 51.79 51.79 55.3144.321.86 A Sender St. 151.15 51.15 55.3144.321.86	McCarm United 5/200 4/2379 2266.23-3.446.06 00 00 00 00 00 00 00 00 00 00 00 00 0	K ind Tracelor Acc. 5: 100-4 107-6 113-9 4-012 9-5 5-6 ed Practice Inc. 5: 111-8 112-3 118-9-4-0-22 10 5-6 led Technic Inc5: 111-8 112-3 118-9-4-0-22 10 5-6 led Technic Inc5: 118-112-3 118-9-4-0-42 10 surged Acc54 195-01 95-01 100-01-0-0-0-4-00 anofficers Minutes 18-01 Minute 1-4-0 0-20-00-4-00	For Landon Unit Tax Mars 144 (1998)	138 Brit Cantest
Season Use to 3 105.0 10	0 Box 16, Coleman St. London EC2 01-726 7708 8. 6. C. Spec Sits	pacies 1816 — 54 1 122.2 123.681 131.7-0 1910.09 (Security Interligin & Colleginal Unit Manigratio C 1200)F Study Interligin & Colleginal Unit Manigratio C 1200 Interliging I	of leasure54 51.72 51.72 at 55.15 6.04 8.47 teatron let54 51.72 51.72 at 55.15 6.04 8.47 teatron let54 69.5 49.5 49.5 45.7 6.15 6.7 6.5 6.5 6.5 6.5 6.5 6.5 6.5 6.5 6.5 6.5	MACOUNT United 1	Temple Pizze, Landou WC22 3HP 01-536/7466 compt Unit Transcription - 34, 1899 1895 185.61 - 27, compt Income - 34, 1899 1809 1805 181.1404 5.1 compt Small Co 34, 407.5 411.0 455.7 61.8 1.3 compt Small Co 34, 407.5 411.0 455.7 61.8 1.3 compt Small Co 34, 205.2 305.2 305.4 307.9 41.1 1.9 compt Parillic 34, 1256.5 255.6 259.7 195.7 105.7	Royal List No., Colonous COII 186 4806-744400 Amyrican Frontin 33 84.5 84.51 70.01 42.21 80 Emploses Christin 34, 15.05 42.054 95.50 62.30 18. Citi Bosonie 35 37.23 37.234 67.50 67.50 18. High Income 35 37.23 37.234 13.534 13.	Do Account
Antity Accesses 350 500.24 0 1 2210 4 1940 215 599 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Figure 1 12 12 13 14 15 15 15 15 15 15 15	lared interest	Grand 1.54 10.11 17.11 17.47 10.162.94 15.15 15.15 15.46 15.17 16.122.94 15.15	MLA Unit Trust Management (1200M I Sessions He St, Majestone ME24 JDK 65/25/4751 Ac General 5 42.19 43.18 45 94 94 982 57 heatoner General 5 77 78 78 28 78 78 78 78 78 78 78 78 78 78 78 78 78	ESTRAY Jehustane UT Migrat (1690)M West Nilo St, Glasgow GZ 2PX 0145090 933 states	James Grands 54, 1143 144 9 1542 14 50 16 60 50 50 164 155 154 164 165 165 165 165 165 165 165 165 165 165	100 fuells
Affled Onumber Unit Tels PLC CL6001F Affled Onumber Contro, Seriodo, SR1 121. IN 10793-514514 Enthropy Crys 610366 P. P. Denillon Grys 610366 P. Denillon Grys 61036 P. Denillon Grys 610	KGrowth Acc	55malter Cr's 5172.29 73.11 78.201-4578.51 Gaccus Hyp in surskiew Watsen U.T. Mgrs Ltd (1630)F Erra h FVictoria Source Bolton, BLI 11.4 G204 33363 Smaller Smaller Garden (1650) House Crist (1650) Francis (1650) F	1965 54 (47) 9 430 9 43 814 101 02 come 54 581 289 541 289 540 704 02 come 54 581 289 5481 289 540 704 02 come 54 581 12 51 10 270 54 623 5.04 260 10 10 10 10 10 10 10 10 10 10 10 10 10	Gill	Propers 5 48.75 48.55 51.484-0.00[1.46] In Exstern 5.004.63 109.63 111.484-0.00[1.46] Saller Cor. 5 77.60 77.60 78.56 48.06[1.37] Sympled 54, 46.21 45.21 48.19 40.10 53 Symbol 54, 46.21 45.21 48.19 40.10 53 Symbol 6.000	Capital Mar 15. 15. 15. 15. 15. 15. 15. 15. 15. 15.	De Access
Accomplator	Initer S Reyfelds Rd. Histon, Streetwood, Exec. March 1972 (27730) Dealing, D277 25.000 High Rm Gat Init S 163.40 63.40 66.73 (4121.33 An Arcsam	Leeton Wall Bidgs, ECJM SRQ 00.429.51.81. Terbeson see Smill: Core 5.190.2 190.2 201.2 40.00 Global i core United 5.194.3 194.3 205.6 -0 00 Global i see Taround 5.28.3 203.8 244.2 40.9 0.00 Global i core United 5.28.3 209.4 203.3 40.5 0.00 Internal seital Txt 5.28.7 1 207.1 303.6 -21.4 Global i core United 5.3.3 40.3 40.3 20.9 40.1 21.4 Global i	Grand Health 54 84.89 84.89 91.134-0.460 65 62 64 65 65 65 65 65 65 65 65 65 65 65 65 65	Maldon General511973 109.3±111.51 GJAJS An	FU Matual Unit Mages Ltd (1400)F Fountain St. Manchester M2 2AF 661-2365685 on Equity	High Visitor 3 - 5124 1197 129 179 179 179 179 179 179 179 179 179 17	Amendis 27,702 7,403 8,023 4000 00 Constrainty 50,507 40,50 10,50 100 Constrainty 50,507 40,50 10,50 10 Constrainty 51,50 10,50 10,50 10,50 10 Constraint 51,50 10
Som Spart Site 5 19-93 (4-9-90) 74-44-100]. 71 Sort Site 5 19-93 (4-9-90) 74-44-100]. 71 Sort Site 5 19-93 (4-9-90) 74-44-100]. 71 Sort Site 5 19-93 (4-9-90) 74-74-74-74-74-74-74-74-74-74-74-74-74-7	C Dirictional	merelike 5112.6 113.9 122.6 -0.1 4 55 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	5 Finals 100.1 106.1m 13.31-0.70 10.1 10.1 10.1 11.3 17.0 10.1 10.1 11.3 17.0 10.1	Get & Fed int	pairie: 0705 37222	Do Accesse (2)	Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Sec of America 5 2027 2027 215,7 (40.1 0.85) 17 17 17 17 18 17 17 18 18	White Hart Yard, London Bridge, SEI (1,407) 5966 F1 schmen int Cap 4 - 2 (2) 202 2 (2) 62 (3) 61,042 (7) 100 F0 point Roses	naleziai 550.65 50.85 51.89 -0.06 878 Japan Come & Growth 5178 51.31 54.27 40.80 78 Japan Come & Growth 178-5 107.8 142.3 44.2 5 544.0 10 mercenia 5151.7 51.7 140.5 41.4 52 544.0 10 mercenia 5151.7 51.7 140.5 41.4 0.00 Bertina Come United 5158.4 169.4 178.2 -0.4 0.00 Bertina Bana & Geor 5144.9 147.0a153.5 41.00.0 Bertina	Ired	North American .5% 85.48 67.65 71.71 40.4 (0.11 56.56 56.56 67.65 71.71 40.4 (0.11 56.56 5	com 0005 - 34 47.87 40.84 31.11 (2011) We repeat - 54 11.60 117.2 125.0 (4001) We repeat - 54 11.60 117.2 125.0 (4001) 0.05 com limits) - 54 121.0 122.3 130.4 (4001) 0.05 com limits - 54 75.0 78.77 40.00 10.05 (4001) 0.05 com limits - 54 75.0 88.77 40.00 10.	White the limit 3 \ 2.66 5.64 66.99-0.00_177 White the thin is 3 \ 2.66 5.64 66.99-0.00_177 White the thin is 3 \ 2.560 5.64 66.99-0.00_177 Finds the thin is 3 \ 2.560 5.64 66.90_177 Finds the thin is 3 \ 2.560 5.64 66.90_177 Fi	Pacific Acc
Roomery 5 109-5 109-5 114.64 -0.312-42 Au Met Win & Crity 5 118-9 118-9 128-0 128-6 401-118 De Gress Earnings 5 225-3 225-3 220-5 -0.6 2-92 Earnings 5 26-8 96-80 110-3 -0.11 57 De UK Special Sen 5 222-4 222-4 2007-11-15-27 De Authours Windows 128-2 222-4 2007-11-15-2 70 Earnings Windows 128-2 222-4 2007-11-15-2 2007-11-15-2 2007-11-15-2 2007-11-15-2 2007-11-1	lan Mingd Gerkh 6 284, 25 34, 25 8, 25, 2014, 0,1310, 29 48 appen Ground 6 28, 27 36, 57 30, 91, 91, 91, 91, 91, 91, 91, 91, 91, 91	Coort licked — 5 146.3 148.4 157.0 +1 0.00 Amer & control hazom 5 157.0 140. 0 149.0 149.0 149.0 149.0 157.3	Econory 54 107.4 107.4 114 91-02011.36 Pamis F Costs 27 181.8 181.8 190.91-05014.79 Costs 27 187.5 187.5 200.11-039.23 March 11.5 187.5 200.11-039.23 March 11.5 187.5 224.01-23018.6 Old 201.7 201.7 201.23018.6	in 6.5 les Printe53 102.6 103.1 119.2 -0.2012.72 De Access	cons tisked 54, 94, 99, 94, 99, 100, b-1248, 78 M V 54, 176, 276, 276, 298, 149, 146, 114, 114, 116, 116, 116, 116, 116	UR 02	Seatly Energy Act., 51 256.5 256.5 273.91 - 1.96 Temple Seatly Seatly Seatly Sept. 61 (1260) F School Concess, Scholaye Sell Sell. 61 (1260) 552 Seatly Sevent Act 61 655.41 (54.07 111 27-6) 161 26 Seatly Security Sec 61 655.41 (54.07 111 27-6) 161 26 Seatly Security Sec 61 655.41 (54.07 111 27-6) 161 26
133 Fiedery Parement, EC2A 14Y 07-629 9876 6 Forest Income	Strement Inc	outh Tx	Tech 204.94 64.94 67.62 10.00.623 Empt 2206.5 206.5 214.1-1.004.22 pan Services Lid (0905)F sen 8d, Somford 801.3.25 7 Fand 113.1 115.4 13.82	December 10 1974		Depote:	Seal Released by A 1801 - 67 - 1821 15 - 1804 15 - 1
Growth Star 23 5 119.6 124.6 121.3 2.29 Common Mar 21 5 137.7 32.99 52.99 5.80 Common Mar 21 5 137.8 138.9	promocretal Union Tst Myrs (1600)H Relev's, 1 Understaft, EC3P 30QDealing 01-686 9818 De 15 Accom	rigings Provinces Cost (1955) (1996) stie Street, Salisbory, Wills.	"Dealing Day Wednesday Hiffe Unit Tist Mangarit Littl (1100)F h St. Lymington, Hans. 5041 941 0590 71234 con Nov 295128.21 18.21 19.40 10.30	Admin. 5 Zayleigh Rd. Bestine, Brushmond, Esson Emperies: CVIT 227300 October 0277 2431000 UK Growth (4-13 6-1-6-16-9), 91.00-6 3, 131-16-15.01 UK Growth (4-13 6-1-6-16-9), 91.00-6 3, 131-16-15.01 UK High isomer————————————————————————————————————	tor V - 54 74.38 75.15 80.1642.4	Geome United 9 — 5 110.1 .111.9 119.0 https://doi.org/10.1011/11.9 119.0 https://doi.o	Healthing 01.4957 (2545). Healthing 01.4957 (2545). Healthing 1.545.744.74 44.744.67 77(1.41.61). 15 Healthing 1.546.744.74 44.744.67 77(1.41.61). 15 Healthing 1.546.74 44.744.67 77(1.41.61). 15 Healthing 1.546.74 44.74 49.75(1.41.61). 10 Healthing 1.546.74 49.75(1.41.61). 10 Healthing 1.546.
B & C E Unit Trust Magnet Lib (1980M Se Manor Royal, Creatry RH10 20P 227 32411 Cl Battel Persistent115.22 56.49 39.00 Cd 30 00 Baillie Gifford & Co Ltd (1400M	Note 1 - 5 - 5 - 5 - 5 - 5 - 5 - 5 - 5 - 5 -	Across 5154.00 184.61 164.01 10.175.79 RLA To bril Gid Dist 56.03 164.08 64.95.440.059 Serbis Across 56.07 61.21 65.12.40.60.29 Capital Rth Amer Dist 5123.40 124.00 131.47 40.61.15 Depting Across 5127.44 128.00 135.7114.05.115 Earthage	Amoret Unit Tet Migus (1200)) our Addiscouth Road, Coydea	MRI RECOVET ME	Gracerius St. ECT 37H 40.04 62.3 4200 Assertace Act 9 - 36.0.84 61.94 62.87H 8215.76 Assertace Dat 9 - 5 53.33 59.38 63.27H 83.37L 76 European Act - 5 57.39 58.14 61.83 80.90 53 European Bot - 5 57.39 58.14 61.83 80.90 53 European Bot - 5 54.53 57.26 60.72 84.89 53.16 Far Sat Act 9 - 5 116.9 119.2 128.8 4.00 5.20	Peter & Cherrity	eighter Oppus
Januar East Mar 15 - 2 \$25.0 \$25.0 \$43.8	1 W mide Bd 51, 46, 99 46, 99, 49, 72, 40 (15, 48) b. Accomp 51, 49, 36, 49, 349, 322, 40 (15, 48) b. Accomp 51, 49, 36, 49, 34m, 322, 34, 40 (15, 48) 5. 63, 48, 73 (16, 18) 5. 63, 48, 73 (16, 18) 5. 64, 36, 46, 36, 49, 36, 31, 31, 31, 31, 31, 31, 31, 31, 31, 31	Pac Basin Dist	pi	Glebal iac Mar 205144.90 45.86mi49.77i	0'see Ar	George Welch	Pocure Valenta
86 listonic Suth 5 272.8 272.8 291.7 (40.35.27 to 86 Europe 9 112.7 112.7 119.4 (40.14.9 to 96 Cow & Gen 9 65.54 64.864 77.51 (41.77.45 to 96 Brightforth 54.11 4.111 4.73 (-1)11.35 Pa 66 Brightforth 54.11 4.111 4.73 (-1)11.35 Pa 66 Brightforth 54.11 4.111 4.73 (-1)11.35 Pa 66 Brightforth 54.73 (-1)1.55 (-1)	Access 54, 53.87 53.87 57.31-0.382.49 67 Prog (or Prof. 54, 22.09 52.09 53.41-0.853.56 GA Access 52.85 52.85 52.85 53.25 54.25-0.393 86 44 Access 52.85 52.85 52.85 54.25-0.393 86 44 Access 52.85 52.85 54.25-0.393 86 44 Access 52.85 52.85 54.25-0.393 86 44 Access 52.85 52.85 54.2	A Unit Trust Magns Ltd (1800)F Partial Middle Casters, Salaburgh. 6112203946 Sacrity McHulle Casters, Salaburgh. 6112203946 Sacrity Sacrity Trust Managers Ltd (1280)H Sacrity Sacrity December 54 Leater FCM 4V.1	0 \$	Mercury Fatts Wateragers Ltd (1991)77 23 King William S, ESAF 985 Antericas Greeth 51 (62.3 162.4 109.3 143.0 100 100 100 100 100 100 100 100 100 1	rwich Union Tst Managers (1200H) Bar 124, 51/59 Rose Lane, Novich 0403 682234 Egalty 51/407 81 747 5441-77 6, 44 Proteinal 5041 62 143.31 150.85 60415, 32 Pric 5104.02 153.69 140.39 140.00 100 open 5105.59 140.27 113.97 64.22 1.13	Save & Pressper Group (09053N) 25 Western Rd, Rounford RHJ 3.B. Capitall He. 2 Festival Sa., Edinburgh EN3 95X (Boundard) 9705-76966 or (258a) 231-220 (200) America & Back 25/25/15/25/16/35/86/103/8.25	X H-Visian
36 Operes St. Lounton, ECRR 1587 Brit & G Wass 314/0.0 149.0 157.6 1271.657 Income Phis 574.64 73.64 73.95 (400) 1.51 In Trails 515 51 38.81 91.86 400 11.07 Ly Capital Gord 5175 77 77 781.71 40044 00 W visite Oper 5181 04 94.29 871.0 (400) 91	Galler Ser. Sity . 34, 1300, 6 300 ten 301.55	-263 2775 Sealington -626 9453 Jugates Sealington -626 9453 Jugates Sealington -626 9453 Sealington -6	F Unit TRI Marya Ltd (19965)F glatshrige_Loadon 597 1RB 01-981 8015 n Cap540_14 96.26 1024-0.10.99 563.36 84.53 89.92-0.08 4.09 E5111.7 1130 1202-00.72.68 5855151.47 32.16 34.21-0.123.91		Tenglish Trest (Inv Man) Ltd (1809)F for Street, Leebe, SEZY 55H 01,422 9120 grigar 4,49,37 49,74 51,97 0.0 Essiar 4,49,47 186,74 72,472 0.1 wtg 4,772 72 175,72 185,74 3,30	Capital 5: 117.5 117.5 125.0 40.6 1.24 Extent Discovery 5: 57.1 57.0 16.5 4000.71 Energy leab 5.7 17.7 72.56 77.13 44.0 1.25 Exercise 3: 77.1 72.56 77.13 44.0 1.25 Exercise 5: 40.7 1.27 107.2 11.4 0.5 50.52 Exercise 5: 40.7 1.4 11.5 11.5 40.1 11.	remain ref., 2-Painte (non., E/A (0248, 1256) America Servico Pricina - 12 Neon Ristoria America Servico - 35, 30, 40, 30, 42, 32, 44, 44, 45, 47, 48, 48, 48, 48, 48, 48, 48, 48, 48, 48
Do Capital 514 87 77 87,774 93,62 401913.20 US	Propess Exempt 3 46.34 47.27m 48.73 40 16 3.0 Excitle Exempt 3 54 98 56.0 m 57.74 -0.01 1.1 Ge 56.0 m 57.74 -0.01 1.3	r Cast & Germ 5-1, Sall So 141 So 151, 401 -100 to 7 85 High region 5-1, 282 40 282 40 102 10 -1 40 to 70 South & rmas 5-1, 53.55 63.55 67 57 46 812 06 to 200 April 18 40 Fill & F	ingi Managers Ltd (1200)F St. Hyde, Keet, (721 5A) 16gs — 561.11 61.11 65.1940.042.21 150 59.38 95.32 101.60 0201.57 100 6tt — 366.40 68.00 72.76-90.8 82 0000 — 3241.00 140.70 156.90 10.325.62	Europeas Incomte 51-07-28 (72-8 77-1-33-14) 38-1430 See Uncome Units 51-74-00 74-00 74-150-14-24-30 See Europe Blaw 2-79 F 31-04-31-31-31-31-31-31-31-31-31-31-31-31-31-	north Alico 26 6.172 64.177 6.3 Observed 1.70 62.172 64.177 6.3 T Dealing Day West - Dealing day Thers. art Bank Treass List CLOGONH Sox 500, Tourse Wood, Peterbersuph PES 66D large 0000 626577	Geld & Loderstein 35 44:20 44:20 67:021-021 17:021-021-021 17:021-021-021 17:021-021-021 17:021-021-021 17:021-021-021 17:021-021-021-021 17:021-021-021-021-021-021-021-021-021-021-	**Cassaria Servicia 54. 161.35 ***E3.35 ***E3.46 ***E4.35 ***E3.56 ****E3.56 ***E3.56 ***E3.56 ***E3.56 ***E3.56 ***E3.56 ***E3.56 ***
Do Exempt	White Hart Vard, Losdon Bridge, SEL LIXXII, 407 5966. Careston UT	(Sprc Size	nome 5101.07 105.70 105.70 107.50	General United	ords 5113.6 115.8 121.940 22.59 am lished 5117.0 180.4 189.940 22.59 am lished 51.77 180.4 189.940 22.59 am lished 61.72.1 174.9 186.0 40.312.99 87	nel Bond	The first 1,000
Do late income	orshill Unit Trust Magrs Ltd (1808)F) Box 136, Beckeskyn, Kort BR3 4XR	Extra is sector Service: Frequence 0000-229 336 (Eccore 1) (Commit Trents 1) (BL 24 Bb.10) (4 5) 1.65 (Eccore 1) (Commit Trents 1) (BL 24 Bb.10) (4 5) 1.65 (Eccore 1) (Commit Trents 1) (BL 24 Bb.10) (4 5) 1.65 (Eccore 1) (Commit Trents 1) (Eccore 1) (Ec	come	Jasan 5 202.4 202.4 215.4 4 60 00 18-1 (Account Units) 5 207.7 207.7 221.1 1.140 0.00 Pete Patrilic 5 49 58 50.00 513.44 40.6 1.44 Peter (Account Units) 550 01 50.44 33.81 40.0 1.44 Peter	mirreize Administration Ltd (1700)F 19 Sendand St. Lorden WC1R 4P2 0222 484945 derole Accour	Southeids 55 210.6 210.6 224.0 0.2 4.59 1 Southeids 55 27 02 97.02 103-2-0.5 0.77 1 Southeids 102 35 25 25 25 27 0.2 103-2-0.5 0.77 1	Schol Tenta (1523) 53.0 54.0 54.1 10.0 - 12.1 10.0 1 - 12.
Do Seath Co. Acc 31, 44 64 65, 98 49.05, 40,61,35, 52, 05 586, 105, 105, 105, 105, 105, 105, 105, 105	Typer 9 Sa Acc	archeal iso dad	District	Opcom United	Tables Seth 34 504 43 304 43 325 60 42 99 1 .51 The	U.S	7 Stylupidio e - 0,23.56 25.56 25.06 1
Brist for Fd Acc	The House, Working GU21 IXW 94552 5033 in the House, Working GU21 IXW 94552 5033 in the House	Some	Into	Merikahi	Front	Do locania	rition Fel Mages, List, (1800%) oyal List, Not. Catherer (27) 180 oyal List, Not. Catherer (28) 180 oyal Lis
Europe5 139.7 138.6 147.0 0.5 0.4	paness	note in 6 d Gib	197 197 197 197 197 197 197 197 197 197	General Carried 34, 151.97 52.21 52.52 19.13 19.13 19.15 19.	tiles led Und	Scottish Amicable Ut Tst Mgrs Ltd (1280)H C 150 St Viscout St. Classon C2 5HQ 041 204 2010 M	2250 0005
Erreth 5 in: Acc. 5 131.7 133.24 61.3 40.3 25.9 q. dasas Service 5 1506 171.2 182.6 41.7 0.0 76 dasas Service 5 156 0 159.5 4170.1 42.4 00 lith American Service 5 156 0 159.5 4170.1 42.4 00 lith American Service 54.0 0 45.1 2 4 4 9 0.0 1 1 0 il ul Groets 5 4.0 0 45.1 2 4 4 9 0.0 1 1 0 il ul Groets 5 4.0 1 0 1 2 7 132 4 10.3 60.3 1 1 6 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1	The Crescost, Physianth Pt.1 348 0752-673973 Bibliother Crescost, Physianth Pt.1 348 0752-673973 Bibliother Crescost Conference of St.479 76-47 88.451. U.S. 2012 1059057F Crescost Conference of St. Loudon Will 7 JHF 01.4799-5733 (Marchas South Cost) 01002-2 1002-2 1002-2 409 - 448	strakan	Lako 59 1584 1584 1487+17000 1584 1584 1484 17911+1700 1584 1584 17911+17003 1584 1584 1584 1583 1580 159 1584 1584 1584 1583 1580 159 1584 1584 1584 1580 1581 1581 1586 1591 1584 1584 1580 1581 1581 1581	Midiand Unit Trusts Ltd (1200)# Earl 192 Byre Street, Sheffield, Sl. 310	4 611 512.2 1281 136.8 -0.15.90 5416 542 543 643 647 645 214 4 645 645 645 645 645 645 645 645 645		come
Select Managers 4 5150 60 51.67 54.8214.091 2.0 For Barrington Trusts see Kleinwort Barrington Ltd. Bell Court Ford Magt PLC (1500)F	Canali Cos	uffic Growth	mit Tst Mages Ltd (1800)H e St Edisburgh EH2 S.H. 631-2254908 St Edisburgh EH2 S.H. 631-2254908 St Edisburgh EH2 S.H. 6317 79	Europeus Growth 5 114:0 114:0 120.2 e0.40.76 Spec Vectorn Velto 5 139 8 139.9 147.4 e0.40.76 Tech Europ Wigh Inc 54 71.75 72.71 77.33 e0.134.71 Vectors Velto 54 165 91 97.27 101.40.24.71 Pro-	& Frd int		The Trust American Prize (125) 2014 (1033) The Prize Read (125) 2014 (1033) The Foreign (125) 40.17 (125) 2014 (1033) The Foreign (125) 40.17 (125) 2014 (125) 2014 The Trust Account & Majorit List (1500) White list Vard London Bridge (21) 21-407 2044 The Majorit Vard Conduct (125) 41-407 2044 The Majorit Vard (125) 41-407
For Eastern	Milite Hart Ye, London Bridge SEI 1NX 01-407 5966 Me po Cap Fd Joe 5 47 08 47 08 51 13 40 015 89 Can no Cap Fd Acc 5 85 01 85 01 92 30 40 17 18 9 UK no Inc Familine 5 189 09 99 97 40 40 615 30 UK	MBG-GB6761 V D144 32 200 3 100 3140 940 10	7 Emity .51 25.60 25.65 27.50 40.80 43 4 Emity .51 25.60 25.65 27.50 40.80 43 4	(Access United	Sparity Acc	骨架性性 … 外 28.90 29.90 竹葉は流をする ル	Sees that Charrières Welt Treats (1600)88 School Res (1600)88 School Res (1600)88 Start Charrières 31 190.0 191.5 204.0 (4.40
burnanional let	St. James's St. London SWIA LT 01-499 6383 ind ment Datch Gib. 5 55-20 552 57 76 40 55330 Fis ment Ind Gib. 554 31.67 31.67 33 69 40 04 12 10 An	HORSE FOR THE PROPERTY OF THE	Unit Tst fingert Lid (8905)F nes, Capitall Ac, ECR 787 01-528 2809 	Mariam United	n lee	Ham (710)	Inguist Mail: Tel Nam on Complete Tel Mars (armiller Unit: Telt Maryo: Left (1909)))), Britanegari, Landon, E.72 Z.A. 0, 37448661 Inguist 0
5 citisgur St., Loodon ECIA 907. 91, 248 4400 S4 Brenno Copiul 5-5 197. J 297. 9 221. 1 1.77 Brenno Christian 5-6 100. 8 105.4 112.1 5.42 Dam Brenn Lot Gob Sc 5-6 122.6 2 236.4 251.4	amenii Unit Tst Mgust Ltd (1600)F St James St, Loadon SWIA LTT 13-499-5235 unid Belgion Co. 3-1, 100 7 100 7 107 11-49 9-225 uni Germa Co. 3-1, 100 92 93 90 73 14-53 2-30 emi Germa Co. 3-1, 105 48 85 48 90 73 14-53 2-30 ami Germa Co. 3-1, 105 48 85 48 90 73 14-53 2-30	Tem Balance - 6 53.09 53.97 57.42 40.07 - Greath 7 146.485 - High lace Equity 6 52.76 53.79 57.22 40.12 - High lace Encryon 63.6 6 53.6 53.76 55.07	tian Unit 7st Magnet Ltd (1200)8 red		S Coulins for of \$2.10 \$2.10 \$4.71 \cdot \text{Originary} \ is boulthis for of \$2.10 \$2.95 \$5.01 \cdot \text{Originary} \ is boulthis for of \$9.44 \$0.440 \$5.73 \cdot \text{Originary} \ is bould for of \$9.44 \$0.440 \$5.73 \cdot \text{Originary} \ is bould for of \$2.00 \$2.004 \$5.47 \cdot \text{Originary} \ is bould for of \$4.45 \cdot	09 9: Viscont S., Glemon G2 5711 04 3-30 5110 14 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2864 - 3 26.3 26.5 27.6 27.6 27.6 27.6 27.6 27.6 27.6 27.6
Brown Shipley & Co Ltd (1280)F Po 9-17 Perrymoust Rd Hayesarch Rtb 6444 41256273445 Po thing Problem Rd 109-19 90 90 90 91-97-39-4016 284 May Problem Rd 112-8 125-34 166-7 2.	neri Santh Gu 34 101 6 101 6 108 6 40, 91 3 20 Eur motorif les Straty 44 104.9 104 9 110.44 40 2 18, 96 File mediin Unit Tst Mingra Lizi (1460) F 104 Ravelston Terrace, Edikburgh 031, 315, 2500 084 104 104 109 5 201.64 02 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	हा (क्रांस्ट्र) के (ब.स. 48.5 52.08)-9.22 — Lazard polit ф		GUIDE TO UNIT TR	UST PRICING	W Eastern	Ingenicontal 3 123 25 25 (617 May 6 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Conv & General 5 to 24 53 29 53 52 53 50 12/h 89 72 Euroseas he 5 to 11 65 14 65 14 65 19 03 19 09 19 09 19 0 Euroseas her 5 to 17 03 17 00 16 22 4 0 07 - 12 Energet 5 226 7 299 3 395 2 0 0 10 2 78 Pritactal 5 26 0 16 0 16 0 16 0 31 7 0 0 31 7 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	FERG (2)	mafrians Unit Tat Mages Ltd (0905)F scanness Unit Tat Mages Ltd (0905)F scanness Company (1907) 1307 sc	S Gerth 0 192 1 192 1 195 0 00 5 5 10 S Gerth V 0 180 2 180 2 182 2 0 27 25 Gerth V 0 52 76 52 76 53 50 40 3 11 25 Carth V 0 50 71 50 71 51 48 40 3 1 98 Par 50 0 77 29 77 20 10 40 50 00	These represent the startesting, administrative and other costs charges are included in the price when the customer burs are correct Petros. The price 21 which units may be bought. The price 21 which units may be bought.	MANUTURE IN DE 1810 OF AMA SOUTHWEST (MOS.)	AN ARMAN NA MANAGEM PHIS 21/A 021 448 2227 13 ANN COUNT ARE - 6 12 62 19 56 20 14 14 16 17 19 14	avertry USIT 18 Magnet Ltd (1000) Charlotte S. Erblanch (1122) Strakshe Gold (122) Str
hetany	Service Serv	M. Startley Management, Ltd. St. James 17 Nacc., London SW1. 10. 1403 4990.	B. General (U.T. Migra) Ltd (1200)H Repleto Base, Hettet, Brettronde Emex (0277 22730) 41	The victodinates common between the offer and bid prices is determine practice, will trust entermon months a must be practice, and it trust entermon months or the price vallets by any prices and prices are made to the camerature of the process of the camerature of	at which the unit tracks' daily dealing prices are alongside the ladiological unit truth more. The	COCCASH WHOME Filed Milestok (8659)41 Wi 91 Box 902, Edinburgh EH16 SBU 831-468 3724 V9 Equity Acc	Millington Fund. Mages Ltd. (1200)F Lundon Bridge, SET. Millington Bridge, SET. Millington Grand St., 106.4, 120.0, 124.14, 407 (15.1), Millington Grands 54, 126.3, 190.1, 200.14, 54, 125
Brycourt Unit 7st Migrat List (1400)F Rescrib Nov. Portman Sq. W1H Q1R 01-9354362 Partman Sq. W1H Q1R 190 Rt 4-24 Sm.	emailenai	Al Carryson Inc. —5 10A.74 108 21 115.11 — 5.95 — Carryson Inc. —5 10A.74 108 21 115.11 — 7.95 — Carryson Inc. —5 10A.74 108 22 115.11 — 7.95	100 mm 65 mm 70 mm 70 mm 61 154 5 157 A 167 A 147 1 0 mm 61 154 5 157 A 167 A 147 1 0 mm 61 154 5 157 A 167 A 147 1 0 mm 65 17 2	manages. Historical Principles The letter is denotes that the managers will deal on a historic pr firm qualitation as the time of dealing. The prices shown are the be the dervice dealing levels became of an interventor source.	AGO Reser; 4-1401 to 1799 hours; 4-1792 to rice bask. This means that leventurs can obtain a latent available before publication and may not lib perglantion or a sortich to a forward pricing	WHICH THE THE PARTY OF THE PART	People Assel Management (1930)* Bensement Hill Assessment Hill Asset Copy People once us cont. Ass. 1872. 111.0 115.6:-C.Ald. 20 interest Copy Inc. 185.6:-C.Ald. 20 int. 20
Beckmaster Mangort Co Ltd (1208)86 The Storic Embane, Lundon ECZP 2.07 De Storic Embane, Lundon ECZP 2.07 De Storic Embane, Lundon ECZP 2.07 De Storic Embane, 15 des. 42 des. 72.19 De Storic Embane, 15 des. 42 des. 72.19 De Storic Embane, 15 des. 42 des. 72.19 De Storic Embane, 15 des. 74 des.	CALL STATE OF THE	### Columber - 2027 60 CP-15 137 39 - ##################################	1955 - 1955 105 105 105 105 105 105 105 105 105 1	basis. FRENKRIED PRESCRIEG The letter F describe that prices are set on a forward basis so abund of the precises or sale being carried out. The prices which deads were carried out pesterday. Other emphasizory notes contained in last column of the FT	that investors can be given on definite orice to appearing in the accumpant show the priors at Unit Treet information pages.	To America Access 1970 1971 1971 1971 1971 1971 1971 1971	hittingtale (buit 12: Manri Ltai our Line, Louis 522/837





 Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help deak on 01-925-2128. FT UNIT TRUST INFORMATION SERVICE Office + or Yield Prints - Greek Scottish Amieshie
150 St Viscot St, Glasse
Spatty
Fuel Interest
International
Property
Cash
Index Licited Gist
Barayan
Do Accam | Ltd | Raxbarassa Fisancial Ma | 0202 291111 | 129-125 Cartain Read, Lawles | 129-125 Cartai Standia Life As rance Co Ltd - Contd 61-7397 +0.4 +0.4 +0.2 +0.2 105 7 117 1 104 8 112 8 111 0 102 0 107 9 112 7 100 6 106 3 108 6 108 8 108 1 108 9 442.0 772.3 166.7 172.6 166.7 172.6 17 ### 1915 | 1916 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 | 1917 European Seccial.
Extra lecture.
Funt of law Tass.
General.
General.
Latjan.
L Example eq. Inc.

Do. Accomp
Example Find. Int. Init.,

Do. Accomp
Example Into Init.

Do. Accomp
Example Fing. Init.

Do. Accomp
Example Fing. Init.

Do. Accomp
Example Cody Init.

Do. Accomp
Example Cody Init.

Do. Accomp
Example Init.

Do. Accomp
Building Society Fd., em Life Assurance Co Lital -1.0 -1.4 903 Limited
ECLIP 2014 92.19 40.46 =
ECLIP 2014 129.19 40.46 =
ECLIP 2015 129.19 40.46 =
ECLIP 2015 129.19 40.40 =
ECLIP 2015 20.27 40.20 =
ECLIP 158.7 179.4 137.4 137.4 137.4 137.3 137.3 137.3 137.3 137.3 137.3 Cath 487 27. 10.1 Veb 201. 201. 10.1 Veb 201 -----20 _ -0.8 -0.03 -| Secretary | Secr 40.054 -05 relific Life & Pensions Ltd 0539 33733 1043 1104 1515 1179 1280 963 1132 935 1098 *L1 Balille Gifford Japan. J 186.6

Scottlish Life Envestments. 19 St. Autores Spane. Eliabarth Property. J 166.3 | 19 St. Autores Spane. Eliabarth Property. J 166.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 186.3 | 18 -0.3 +0.6 +0.5 +0.5 +0.5 1688 16197 1897 1292 1432 232 1 233 0 234 4 136.8 174.4 116.6 115.8 276.5 178.3 133.5 122.9 206.5 122.9 206.0 121.8 152.6 Kest 3181 3181 280.2 544.0 180.6 110.5 **13** 1648 1828 1842 1417 2753 The Form 1 Stateshin ... 107.1 112.7 | 40.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 - 118.7 | 10.21 -Former Cott Life ust Price Yelepone C Zerrich Life Assurance Cot Life 11 Culicitall Walt, Portsmooth P01 21R 1 UK Managed. 105 9 111.5 International 102.0 107.4 Service 107.4 107.1 114.8 UK Gift & Fined Int. 107.1 114.8 UK Gift & Fined Int. 107.2 102.3 8 364.4 103.1 141.0 242.8 227.1 216.8 107.4 186.0 132.8 191.6 70.2 plan freets. 0705822200 +01 -+01 -+03 -+01 -+1.8 +0.9 +0.9 +0.5 +0.5 +0.5 +0.5 -0.5 Royal Heritage Life Assurance LT
20 Cliffon St. ECZA 4RX 01-R20 0202/
Metrit Gerch 47.1.81
Metrit Gerch 47.1.8 490, 6
Op Prot. 416, 4 439, 4
Op Estable 778-2 827 6
Op Miss. 570, 3 222, 6
Op Miss. 570, 3 222, 7
Op Det. 202, 9 212, 7
Op Int. 202, 9 212, 7
Op Int. 381, 311, 6 330, 2
Op Int. 381, 311, 6 330, 3
Op Int. 381, 331, 6 330, 3
Op Int. 38 Allied Banker International Fund Repr.

Allied Banker International Fund Repr.

Allied Banker International Fund Repr.

All Manageria ... 3 in 250 0.250 0.2543 days

All Manageria ... 3 in 250 0.2540 days

All Web End ... 3 19.40 0.2540 days

All Web Son 10 +0.5 +0.4 +0.3 174.8 145.9 110.3 117.6 113.9 MANAGEMENT SERVICES

David M., Aarna (Personal Fin. Piprs.) 14d

The Old Town Hall, Toodbactor, Beds

0 Aaron Royal Pyl H. - 152-4

0 Aaron Royal Tay Bt. 1570

0 Baron May Tang Bt. 1570

0 Baron May Tang Bt. 1570

0 Baron May Tang Bt. 1572

0 Baron May Tang Bt. 152-2

0 Post Con Saan Bt. 152

10-2

10-2

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

10-3

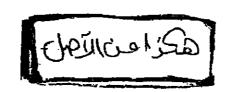
10-3

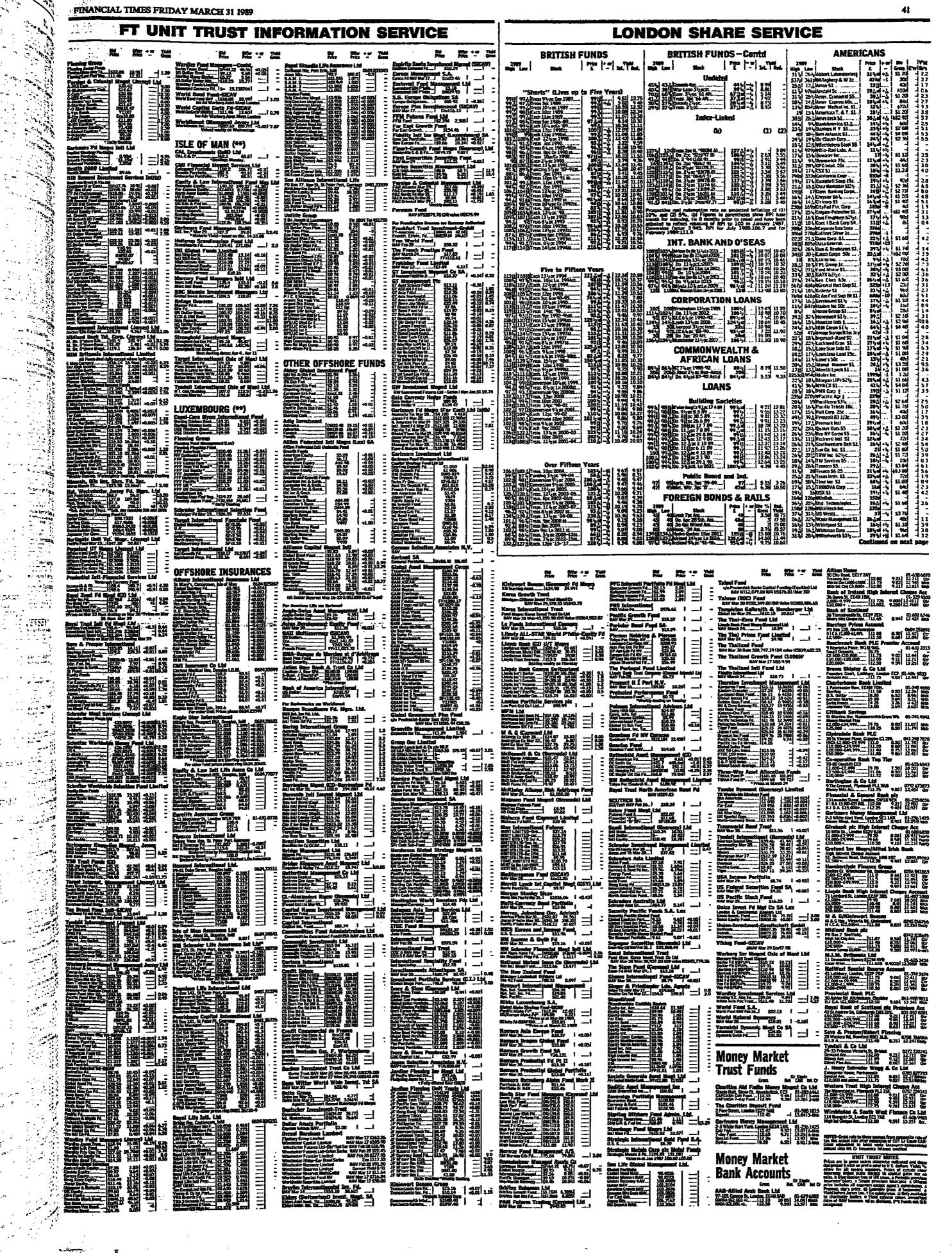
10-3

10-3

10-3

10-3 rty Equity & Life Ass. Co Rec. Scettend SS2 60H Pession Fd..... 133.2 140.2 | 158 history | Egregate Ford.
Gold Fund.
Hong King Fund.
Interpal heal Fund.
Japan Souther Co.
Japan Souther Co. **OFFSHORE AND** 709.7 1995.3 667.0 1034.7 190.5 67.2 223.2 189.1 179.4 188.4 110.3 106.3 100.0 erty Grawth Asser Co Ltd Lagge House, Houston OVERSEAS 435.1 414.7 573.2 551.3 317.7 349.4 222.9 842.9 842.9 842.9 842.9 843.4 365.4 268.7 268.7 268.7 268.7 268.7 0624.23252 Attions Firmedal Services see Bulland Inco Grefand Lisect Mattagers to De PO Bar 35, Carerney C Control Intention 512,554 2,554 2,555 De Le Culture De Le Cul 盟 ace Group th Do. Ord.
Pets. Intal, Inil.
Do. Ord.
Pess. Property Init.
Do. Ord.
Pess. Property Init.
Do. Ord.
Pets. Index-Uki, Init.
Do. Ord.
Do. Ord. 5-27.72 402 5-17631 402 17631 402 17631 402 17631 402 17631 402 17631 402 17631 402 17631 402 17631 402 17731 4 | Pear, Fd. Cap. | 260.4 | -0.2 | Entiry Income. | 178.2 |
y Pear, Fd. Cap.	257.6	+1.1	Europe.	113.4
y Pear, Fd. Cap.	44.8	40.7	Greet's & Income.	119.9
Pear, Fd. Cap.	44.8	40.7	Greet's & Income.	119.1
Pear, Fd. Cap.	44.8	40.7	Greet's & Income.	119.1
Pear, Fd. Cap.	44.8	40.7	Greet's & Income.	119.1
Pear, Fd. Cap.	40.8	40.8	40.8	
Pear, Fd. Cap.	40.8	40.8	40.8	
Pear, Fd. Cap.	40.8	40.8		
Pear, Fd. Cap.	40.8	40.8		
Pear, Fd. Cap.	40.8	40.8		
Pear, Fd. Cap.	40.8	313.8 363.3 363.4 263.4 260.4 260.9 119.1 104.8 85.90 8.81.40 330.4 321.4 279.7 256.3 251.1 357.2 214.7 1125.4 1125.2 1125.2 1125.2 1125.2 1125.2 1125.3 Managed		
Squity
Fined Interest
Later United
Property
Interest
Later United
Property
Later United
Property
Later Later
Later United
Property
Later Later
Later
Later Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later
Later 565.3 547.9 220.3 320.5 231.0 231.0 231.0 141.6 141.3 406.1 81.7 110.2 192.4 873.5 82.7 143.2 191.0 176.3 40.5 40.1 40.2 40.5 JERSEY (**)
Aftigi Dish Yand Makagan (C)
Surling German (4)
Surling Ge





EM IN

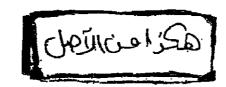
en dangte

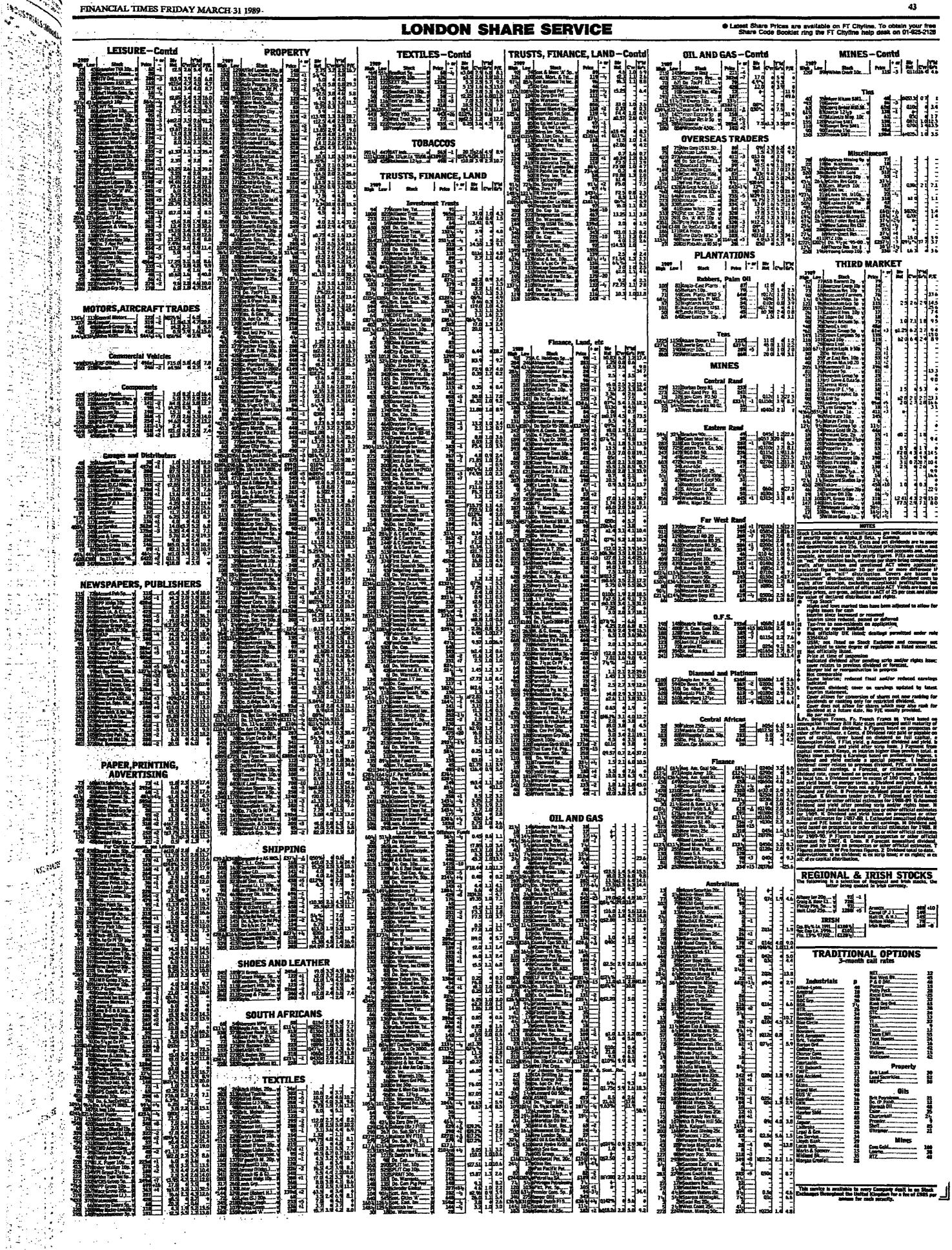
e de la companya de l

JERSEY.

42	LONDON SHARE SERVICE	FINANCIAL TIMES FRIDAY MARCH 31 1989 • Lettest Share Prices are available on FT Cityline. To obtain your tree Share Code Booklet ring the FT Cityline help deak on 01-925-2128
CANADIANS BUILDING, TIMBER, ROADS -		Share Code Booklet ring the Ft Chystie help cost of
1989 1989	Actor Compt 10p. v Actor Compt 10p. c Actor Compt 10p. v Actor Compt 10p. v Actor Compt 10p. c Actor	271 2018 ritish Visa
**************************************	6.25 Fref. 5c. y 128 128 6.27 6.7 7.0 6.30 6.7 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0 6.7 7.0	75 Solicoran Bach 10s. 77 77 78 27 16 113.6 113.7 900s. 8 spcCv PF. v 185 42 8 158 - 248 215 Chestrey Page 50s. v 239 - 7 77.0 27 16 113.6 114 1025 Shaw Griber 10s v 183 28 3.7 18.2 114 12.8 114 1025 Shaw Griber 10s v 183 28 3.8 12.3 12.9 11.2 115 115 116 116 117 118 118 118 118 118 118 118 118 118
123 123 (226 (1236) (1236	13 3.0 3.5 12.7 170 180 10.0 6.5 6.5 170 170 153 1 153 1 153 1 154 170 180	253 1850 (piloma 55
485 2249Angle Lasting 10a_ of 481 -7 13.5 6.6 10.19.4 481 481434 46.5 25.13.3 4908 Westersholm Binst, y 451 +1 15.5 9 4.7 9 959 812 int 7 15 15 15 15 15 15 15 15 15 15 15 15 15	## Abba W # 1.26 54 1.5	128 108F itzelitos 128 1
162 129 Do 5.95c0.PFL V 162 - 2 5.95% - 5.8 1.8 21.4 585 447 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 547 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 547 Greene Kings B 551 - 17.45 3.4 5.8 1.8 21.4 585 447 547 547 547 547 547 547 547 547 54	Track 2009-14 4155 -1 -1 -1 -1 -1 -1 -1	723 90 00. 7pc/f 01 131 42 77 8.3 133 24 74 64 13 14 13 42 74 8.4 13 14 13 42 74 8.4 13 14 14 14 14 14 14 14 14 14 14 14 14 14
279 329 329 329 329 329 329 329 329 329 32	Emerging 1D v 38 +5 0.65 0.9 0.9	221 Tillactron V 216 54 1 1 1 1 1 1 1 1 1
31 10 10 10 10 10 10 10	1.00 4.9 1.00 4.2 1.7 1.5	120 150 Mass Ship Can, Q

الأمار الأصل





CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar held in narrow range

TWO DAYS of central bank intervention and the proximity Sterling moved lower in line of the Group of Seven nations meeting were sufficient to halt the dollar's recent bull run in currency markets yesterday. However, most investors view the dollar as an appreciating asset in the short term. This is because US interest rates are unlikely to fall from current levels until there are positive signs of a slow down in US economic growth.

The next key pointer is due for release next Friday when employment data for March are released. Until then, there is likely to be little incentive to open fresh positions. Trading volume was also inhibited by the end of the Japanese financial year which deterred institutions from carrying positions over into the new fiscal year.

The dollar failed to break through the DM1.9000 level and finished at DM1.8930 compared with DM1.8915 on Wednesday. Against the yen it finished at Y132.75 from Y132.85. Elsephore it released at SFR1.8530

where, it closed at SFr1.6530 from SFr1.6455 and FFr6.3925 against FFr6.3850. On Bank of England figures, the dollar's exchange rate index closed at 68.6 from 68.8 on Wednesday. News of a 2.3 per cent fall in US factory goods orders in February contrasted sharply with market expectations of a 1.2 per cent decline but failed to

£ IN NEW YORK					
Mar.30	Latest	Previous Close			
Spot	1.6890-1.6900 0 48-0 47pm 1.39-1.36pm 3.72-3 65pm	1.6855-1.6865 0.34-0.3368 1.07-1.0268 2.40-2.3068			
rward premiums and discounts apply to the US dollar					

STERLING INDEX

				LIGHAGE
8.30 9.00 10.00 11.00 Noon 1.00 2.00 3.00 4.00		1000-1 - 1000 1000-1	95.5 95.4 95.4 95.3 95.4 95.3 95.2 95.3	95.6 95.7 95.6 95.7 95.4 95.4 95.3 95.5
C	UR	REN	CY RA	TES
Mæ.3	0	Bank rate %	Special* Drawing Rights	European Correscy Unit
Sterling		;	0.766275	0.653000

мат,30	Bank rate	Special* Drawing Rights	European Correscy Unit
Japanese Yen Horway Krone Spanish Peseta Swedish Krona . Swedish Krona Greek Drach Irish Pant	912 1315 218 818 - 818 201 ₈	0.766275 1.24171 1.54346 17.191 9.53217 813 2.75909 8.25661 1794.90 172.185 8.877146 152.207 8.32249 2.11390 RIA RIA	0.653000 1.10229 1.31649 14.6457 43.5771 8.10514 2.08147 2.34752 7.03011 1527.64 145.818 7.56267 7.09296 1.01767 1.01767 1.01767 1.01767 1.01767
"All SDR rates a	re for #	ar.29	

"All SDR rates are for Mar.29						
CURRENCY	CURRENCY MOVEMENTS					
Mar-30	Haisk of England Index	Morgan ^{os} Gaaranty Changes %				
Sterling U S Doillar U S Doillar Canadign Doillar Austriag Schilling Belgtan Franc Damsh Krone Doutsche Mark Swiss Franc Guilder French Franc Liva	95.3 68.6 192.6 196.5 196.7 192.8 112.5 105.4 109.5 99.5	-16.1 -9.4 -0.7 +5.8 -6.4 -2.1 +20.5 +15.2 +15.2 +15.1 -20.4				

Morgan (982 = 100. E 985 = 100°°	maranty ank of E tales are	changes: ngland in forMar 29	averag tez (Ba	e 19 e Aver

OTHE	R CURRE	NCIES
Mar.30	£	s
Argentina Australia Beazil Finland Greer Kong Kong iran Kong Kong iran Kong Kong Malaysia Menaki Lusembourg Menaki Lusembourg Menaki	84.6425-84.8415 2 0576-2 0525 1 16773-1 6870 7 1545-7 16870 7 1545-7 16870 13 1336-13 146.40 13 130-1140.40 0 48890-0 49170 66.66-66 70 4 6530-46.465 4053-66-4071 3 1340-3 1300-5 4 13115-4 1325 6 9165-7 0665 4 600-46 75	50.2000 - 50.3000 1.2205 - 1.2215 0.9950 - 1.0000 4.2450 - 4.2470 198.25 - 1.06.00 7.7655 - 7.7815 70.200 - 0.29100 27.590 - 2.7820 27.590 - 2.7820 27.500 - 2.7820 27.500 - 2.7820

MONEY MARKETS

London ra	ites steady
INTEREST RATES were steady	tance and a take-up of Trea-
in London yesterday, despite a	sury bills drained £516m, with
nervous undertone created by	a rise in the note circulation
Wednesday's disappointing UK	absorbing £45m and bank bal-
trade figures for February.	ances below target £25m. These
Sterling was soft, but dealers	factors outweighed Exchequer

transactions adding £15m to

In New York the US Federal

Reserve intervened to add tem-porary reserves to the banking

system. The Fed provided

liquidity of \$1bn, through cus-tomer repurchase agreements, when Federal funds were trad-

In Frankfurt the money market was awash with funds. Call

the level at which the Bundes

bank sells three-day Treasury

There was a general reluc-tance among banks to accept the Bundesbank's offer of bills

for fear of tying up money across the month-end. Call

money was, therefore, freely

available and the rate fell sharply, but is expected to rise

back towards 5 per cent today

as banks put money into increasing their reserve hold-

Today's reserve holdings will

not only count towards assess-ing the monthly average for

March, but will also be calcu-

lated twice in determining

average holdings for next

ings with the central bank.

bills to absorb any surplus.

ing at 9% per cent.

liquidity.

INTEREST RATES were steady in London yesterday, despite a nervous undertone created by Wednesday's disappointing UK trade figures for February. Sterling was soft, but dealers pointed out that it has not yet fallen sharply on the trade data. The market also took heart from the relaxed attitude of the Bank of England and the lack of support to prop up the pound. Three-month sterling interbank closed unchanged at 13計12計 per cent.

UK clearing bank base lending rate 13 per cent from November 25

The Bank of England initially forecast a London money market credit shortage of £550m, but revised this to £500m at noon. Total help of £494m was provided.

Before lunch the authorities bought £287m bank bills out-right, by way of £50m Treasury bills in band 1 at 12% per cent; 2232m bank bills in band 1 at 12% per cent; and £5m bank bills in band 2 at 12H per cent.

in the afternoon the Bank of England purchased another 2207m bills outright, via £103m Treasury bills in band 1 at 12% ent and £104m bank bills at 12% per cent uring in official t of late assisthe reaction in terms of the pound's value appeared to be less than expected, mainly because many traders had been carrying short positions ahead of the announcement.

The pound's exchange rate index closed at 95.3, up from the day's low of 96.2 but down from 95.5 touched at the open-ing and the close on Wednes-

with the dollar. The release of

worse than expected UK trade

data for February on Wednes-day gave most investors some

cause for concern, although

Sterling fell to \$1.6850 from \$1.6905 and DM3.1900 from DM3.1975. It was also weaker against the yen at Y223.75 from Y224.50. Elsewhere, it finished at FFr10.7725 from FFr10.7950

IG SPT2.78	on mont	SFT2-7820	. mer	ics cigni	monetar,	у ѕсацск
E	JRO-CL	JRREW	Y INT	EREST	RATES	
Mar.30	Short term	7 Days estice	Gne Month	Taree Mountles	Six Months	(fee Year
ing	12% 12% 12% 12.11% 65% 65% 65% 65% 65% 65% 65% 65% 65% 65	124-124 913-911 114-114 64-64 54-64 54-64 87-84 87-74 87-74 84-44 84-44	129-128 103-713 114-115 65-65 653 653 115-11 81-74 81-74	13;-12; 10;-10; 12;-11; 6;-6;- 6;-6;- 6;-6;- 8;-8;-8;-8;-8;-8;-8;-8;-8;-8;-8;-8;-8;-8	13 12 12 12 12 12 12 12 12 12 12 12 12 12	1212-121 114-121 124-121 7-1-1-1 6-1-6-1 13-125-1 8-1-8-1 8-1-8-1 8-1-8-1 8-1-8-1 9-1-8-1 9-1-8-1

		_				
Long term Eurod cent; five years 1012-	oliars two wars	10 L-10 L cer	cont: three was	rs 10h-10h ar	Y COOK! THAT THE	as 102-103 cm
	101			10 4 10 10 10 10		
cent: line years 1012-	M-J DELCONTER	an 1824. 320°C a	TRI 1865 ET 17		بحصبوها والله وا	. 100, 900055, 1989

POUND SPOT- FORWARD AGAINST THE POUND							
Mar.30	Bay's spread	Close	One month	12 E	Timer spende	₽ <u>₽</u>	
ireland		16865 1.6855 2.0100 2.0110 3.59 3.60 66.60 -66.70 12.39 12.40 11.900 -11.950 3.18 3.19 62.00 -26.500 198.35 -139 65.00 11.59 11.59 65.00 11.59 11.59 65.00 10.76 11.59 11.59 65.00 10.76 11.59 11.59 65.00 10.76 11.59 11.59 12.59 1	0.30.0 No. pm 12-1 to pm 13-1 to pm 13-1 to pm 13-1 to pm 13-1 to pm 13-1 to pm 15-1 to pm 15-	266 0.658 4.47 6.62 7.54 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 6.75 1.65 1.65 1.65 1.65 1.65 1.65 1.65 1.6	1.09-1.04cm 0.45-0.25kpm 39-54pm 82-74pm 139-124pm 139-124pm 59-14pm 6-4pm 104-104pm 49-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-44pm 144-45pm	253 0.73 5.91 4.68 4.07 4.80 0.57 0.57 0.57 1.56 2.92 1.68 2.99 6.82	

DOLL	DOLLAR SPOT- FORWARD AGAINST THE DOLLAR											
Mar.30	Day's spread	Close	One month	% pa	Three mosths	% 93						
UK† Ireland† Ireland† Ireland† Irelands Belghor Belghor Desmark W. Gernstry Portugal Spain Iraly Marway Franz Japan Aestria Suitzerland	2 1245 - 2 1355 39,45 - 39,60 7.34 - 7.37; 1.8840 - 13935 1354 - 136 137,40 - 118,00 1382 - 1388; 6.364 - 6.854 6.364 - 6.394	1.69% - 1.69% 1.400 - 1.010 1.1920 - 1.1940 2.1195 - 2.1955 39.50 - 39.60 7.351 - 7.361 1.5925 - 1.592 1.593 - 1.592 1.594 - 1.592 1.594 - 1.592 6.44 - 6.44 1.327 - 1.327 1.527 - 1.327 1.527 - 1.527 1.527 - 1.625	0.38-0.35cm 0.39-0.35cm 0.44-0.18cm 0.44-0.61cm 1.25-1.00cc 0.44-0.61cm 27-47cm 16-2.101cc 1.60-2.101cc 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm	25/54/21/24/24/24/24/24/24/24/24/24/24/24/24/24/	1.09-1.04pm 0.88-1.96pm 0.51-0.5984s 0.51-0.5984s 1.88-1.82pm 1.80-1.78pm 1.81-1.78pm 1.81-1.78pm 1.81-1.85ds 1.91-1.85ds 1.91-1.85ds 1.91-1.87pm 1.25-10.00pm 1.79-1.75pm	255 -18 344 217 386 -177 -197 149 -143 430						
t UK and Ireland are quoted in US currency. Forward premions and discounts apply to the US dollar and upt to the individual currency. Belgian rate is for consertible trans. Florancial fram, 39.65-39.75.												
~		5 mg 5.5		- -								
£ 10 /	2.0											

EMS EUROPEAN CURRENCY UNIT RATES										
% change from entiral rate	% change adjusted for divergence	Ohetrgenet Hasit %								
+2.64 +3.72 +1.11 +1.83 +1.71 +1.45 +2.97	+0.90 +1.48 -0.63 +0.09 -0.53 -0.29 +1.94	±1.5344 ±1.5404 ±1.0981 ±1.3674 ±1.5012 ±1.6684 ±4.0752								
	% change from contral rate +2.54 +3.22 +1.11 +1.83 +1.21 +1.55	% change from % change adjusted for divergence +2.64 +0.90 +3.22 +1.11 -0.63								

rench Franc	6.90403	7.03011	+183	+0.09	
Jutch Gallder	2.31943	2.34752	+121	-0.53	
rish Punt	0.768411	0.779546	+1-5	-0.29	
Latian Lira	1483.58	1527.64	+2-97	+1.94	
Janges are for Ecu, the Edjustment calculated b	erefore positive ch y Financial Times	ange desotes 2 w	est currecy		

Mar.30	£	5	DM	Yts	F Fr.	S Fr.	H FL	Ling	CS	ВЕ		
£	0.593	1685 1	3.190 1.893	223.8 132.8	10.77 6.392	2765 1,63	3.998 2.135	2339 1388	2011 1.199	5 <u>4</u>		
DAA Yen	0.313 4.468	0.528 7.529	l 1425	70.16 1000.	3.376 48.12	0.873 12.44	1.128 16.08	733.2 10451	0.630 8.986	20.1 297		
F Fr. S Fr.	0.929 0.359	1.565 0.605	2.962 1.145	207.8 80.36	10, 3.867	2.585 1	3.341 1.292	2172 839.9	1.867 0.722	61.1 23.9		
K F). Liq	0.278 0.428	0.468 0.720	0.887 1.364	62.20 95.68	2.993 4.605	0.774 1.191	1.538	650.1 1000.	0.559	18. 28.		
C S Ø Fr.	0.497 1.500	0.838 2.528	1.586 4.786	111.3 335.8	5.356 16.16	1.95 4.179	1.789 5.398	1163 2509	3017	33.1 100		

FINANCIAL FUTURES

Sentiment turns against pound

THERE WAS a slightly firmer opening to sterling interest rate contracts on Liffe yesterday. The improvement was short lived however, as the market began to take heed of the warnings about a deteriora-tion in the UK trade position.

June short sterling opened at 87.16, which proved to be the day's high. The contract then weakened in line with a fall in

While sterling sentiment is rather in the doldrums at the moment after the poor reception to the trade figures. Mr Nigel Lawson, UK Chancellor, has often made it clear that the shortfall in exports over imports is likely to be one of the last major economic indicators to respond to the Governtors to respond to the Govern-

However, most traders do

not expect the pound to fall significantly - at least for the time being. The UK authorities have repeatedly made clear the

inclusion of a strong pound as part of the anti-inflationary

stance being taken. Sustained

downward pressure on the pound is likely to bring sup-

port from the Bank of England

either through direct interven-

tion in currency markets or

higher interest rates.

E	EURO-CURRENCY INTEREST RATES										
Mar.30	Short Vérm	7 Days estice	Gne Month	Taree Mountles	Six Months	Gee Year					
Sieg	124-124 94-95 12-114-65-52-53-53-53-53-74-74-44-83-83-94-94	125-125 913-913 115-155 15-155	128-128 185-78 115-55 54-55 82-85 115-11 85-75 85-75 85-75 85-75 85-75 85-75 85-85 85-85	134-125 105-115 125-15 54-55 54-55 64-65 12-15-5 84-84 12-15-8 84-84 84-84 84-84 104-104	13.002 12.504 12.504 60.605 12.506 12	1212-1214 114-16-16-1 114-12-1-2 7-3-7-4 6-3-6-4 9-3-9-1 13-18-3-8-4 9-8-8-4 9-8-8-1 114-10-2					

US 1.68 Canada 2.00 Netherlands 3.58 Seiginæ 66.5 Demnark 12.39 Ireland 1.193 W. Germany 3.18	90 - 2.0205 2.0 4 - 3.604 3.5 5 - 66.95 66 5 - 12.44 12.3 15 - 1.1990 1.1	Close 845 - 1.6858 100 - 2.0110 191, - 3.601, 5.60 - 66.70 191, - 12.403, 940 - 1.1950	0.38-0.35cpm 0.22-0.11cpm 13-13-cpm 28-24cpm 43-43-prepn 0.50-0.45cpm	240 0.98 6.05 4.68 4.41	Terce spotts 1.09-1.04pm 0.45-0.28pm 5-1-5-1, pm 82-74pm 131-12-1, pm	253 0.73 5.91 4.68 4.07
Canada	90 - 2.0205 2.0 4 - 3.604 3.4 95 - 66.95 66 5 - 1.244 12.3 15 - 1.1990 1.1	100 - 20110 194 - 3.604 1.60 - 66.70 194 - 12.404 940 - 1.1950	0.22-0.11cpm 13-13-cpm 28-24cpm 43-43-perpm	0.98 6.05 4.68 4.41	0.45-0.28pm 5½-5½pm 82-74pm 13½-12½pm	0.73 5.91 4.68
Spain	65 - 263 - 55 262 10 - 179 - 100 199 15 - 11 - 59 1 11 - 5 15 - 10 78 1 10 7 14 - 10 . 88 10 23 - 224 4 22 16 - 22 46 22 15 - 27 9 2	278-279	14-13-priper 12-24-08: 18-8-08: 4-21-15-08: 34-33-09: 14-13-09: 14-13-09: 14-13-09: 15-13-09:	4.77 6.35 9.82 9.79 1.54 1.56 4.04 1.66 9.05 5.92 6.73	1 50-1 40pm 51-45 pm 18-105dis 36-71 pm 6-4pm 41-41 pm 101-101 pm 42-41 pm 341-32 pm 42-45 pm	486 627 -0.94 0.57 0.86 1.55 1.61 8.16 5.99 6.62

DOLL	DOLLAR SPOT- FORWARD AGAINST THE DOLLAR											
Mar.30	Day's spread	Close	One month	% pa	Three mosths	% 93						
UK† Ireland† Ireland† Ireland† Irelands Belghor Belghor Desmark W. Gerssary Portugal Spain Iraly Marway Franz Japan Aestria Suitzerland	2 1245 - 2 1355 39,45 - 39,60 7.34 - 7.37; 1.8840 - 13935 1354 - 136 137,40 - 118,00 1382 - 1388; 6.364 - 6.854 6.364 - 6.394	1.69% - 1.69% 1.400 - 1.010 1.1920 - 1.1940 2.1195 - 2.1955 39.50 - 39.60 7.351 - 7.361 1.5925 - 1.592 1.593 - 1.592 1.594 - 1.592 1.594 - 1.592 6.44 - 6.44 1.327 - 1.327 1.527 - 1.327 1.527 - 1.527 1.527 - 1.625	0.38-0.35cm 0.39-0.35cm 0.44-0.18cm 0.44-0.61cm 1.25-1.00cc 0.44-0.61cm 27-47cm 16-2.101cc 1.60-2.101cc 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm 0.83-0.73cm	25/54/21/24/24/24/24/24/24/24/24/24/24/24/24/24/	1.09-1.04pm 0.88-1.96pm 0.51-0.5984s 0.51-0.5984s 1.88-1.82pm 1.80-1.78pm 1.81-1.78pm 1.81-1.78pm 1.81-1.85ds 1.91-1.85ds 1.91-1.85ds 1.91-1.87pm 1.25-10.00pm 1.79-1.75pm	255 -18 344 217 386 -177 -197 149 -143 430						
t UK and Ireland are quoted in US currency. Forward premions and discounts apply to the US dollar and upt to the individual currency. Belgian rate is for consertible trans. Florancial fram, 39.65-39.75.												
~		5 mg 5.5		- -								
£ 10 /	2.0											

EXCHANGE CROSS RATES											
Mar.30	3	\$	DM	Ytsı	F Fr.	S Fr.	H FL	ŭig.	Ĉ\$	BFr	
£	0.593	1.685	3.190	223.8	10.77	2765	3.9%	2339	2011	66.6	
\$		1	1.893	132.8	6.392	1,63	2.135	1388	1.199	39.5	
DAA	0.313	0.528	1425	70.16	3.376	0.873	1.128	733.2	0.630	20.8	
Yen	4.468	7.529		1000.	48.12	12.44	16.08	10451	8.986	297.	
F Fr.	0.929	1.565	2.962	207.8	10,	2.585	3.341	2172	1.867	61.8	
S Fr.	0.359	0.605	1.145	80.36	3.867	1	1.292	839.9	0.722	23.9	
# 위.	0.278	0.468	0.887	62.20	2.993	0.774	1	650.1	0.559	18.5	
나라	0.428	0.720	1.364	95.68	4.605	1.191	1.538	1000.		28.5	
C S B Fr.	0.497	0.838 2.528	1.586 4.786	111.3 335.8	5.356 16.16	1.95 4.179	1.789 5.398	1163 2509	3.017	33.1/ 100	

the value of the pound, amid

LIFFE LINIG COLT FUTURES OPTIONS GIS JE 350 354 114 22 9 Pais-settle Jun 6 14 34 116 232 413 697 Sep 449 256 305 220 144 111 50 934433148 1148 Estimated volume total, Calls 2363 País 1796 Priorious day's open let, Calls 19316 País 15358

LIFFE SIS OPTIONS 625,000 (cods per CI) 875 414 141 30 4 875 378 72 3

Estimated volume total, Calls O Puts O Previous day's open mt., Calls 48 Puts 1600

Apr 0.20 0.74 2.03 3.88 6.18 8.62 11.09 947 Jm 086 166 1.73 2.65 2.97 4.02 4.77 7.58 6.77 7.58 9.03 9.80 11.40 11.92 LONDON (LIFFE)

High Low 105.02 104.80 Estimated Volume 611 (342) Presions day's open int. 806 (796)

High Low Pres. 88-05 87-30 87-25 87-31 25 25 26 36 36 Estimated Volume 2260 (2966) Previous day's open lat. 5725 (5249)

15.05 93.05 Estimated Volume 5261 (6130) Presigns day's open Int. 31797 (30480) POWERS (FREE EN EXCHANGE) 74820 Per

1-mile. 3-mile. 6-mile. 12-mile. 16814 16744 16667 16586 BRA-STEALBAG \$5 per £

FT LONDON INTERBANK FIXING (11.00 a.m. Mar.30) 3 months US dollars efter 101 The firing rates are the artikments counts remoted to the nearest one-shateesth, of the bid and officed rates for \$10m counts by the markets to five reference banks at 11,00 a.m. each specified day. The banks are ligational Westminster Bank, Bank of Tokoo. Benistrie Bank, Bank of Tokoo. Benistrie Bank, Bank of Paris and Horsons Catacate Tyrust.

Treasury Bills and Bonds (Lunchtime) 6.00-6.15 84-85 554-54 6.46-6.56 48-48 12-12-5 73-8 71-8 535-6.55 817-811 514-6 670-6.80 44-411 124-127 82-84 6 10-6.25 82-82 6,70-6.85 8월-9일 6.89 7.25

MONEY RATES

	<u> </u>			04.04	03.04	L.						
		30 310										
	LONDON MONEY RATES											
Mar_30	Oversight	7 days notice	One Month	Three Months	Six Months	One Year						
erbank Offer erbank Bld	1 - 1	121 ₂ 121 ₂ 125 ₄	11111111111111111111111111111111111111	13.12.13.13.13.13.13.13.13.13.13.13.13.13.13.	1131 12 131 131 131 131 131 131 131 131	12 h 12 h 12 h 12 h 12 h 12 h 12 h						
R Linked Dep Offer R Linked Dep Big V Linked Dep Offer V Linked Dep Bid		<u>:</u>	- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	851 853	84	10-95 914 914						

Treasury Bills (sell); one-month 1233 per cent; three months 123; per cent; Bank Bills (sell); one-month per cent; three months per cent; Treasury Bills; Average tender rate of discount 12.4090 p.c. ECSD Fixed Rate Stering Export Finance. Make up day March 31, 1969, Agreed rates for period April 25,1989 to May 23, 1989, Scheme 1: 13.90 p.c. Scheme 1: 8, III: 14.37 p.c. Reference rate for period March 1 to March 31, 1969, Scheme 1: 13.90 p.c. Scheme 1: 8, III: 14.37 p.c. Reference rate for period March 1 to March 31, 1969, Scheme 1: 13.90 p.c. Scheme 1: 8, III: 14.37 p.c. Reference rate for period March 1 to March 31, 1969, Scheme 1: 13.90 p.c. Scheme 1: 8, III: 14.37 p.c. Reference rate for period March 1, 1969; Bank Deposit Rates for sums at seven days notice 4 per cent. Centificates of Tax Deposit Scheme 5: Deposit Scheme 15: 100,000 and over badd idader one month 9: per cent; one-three months 11 per cent; three-six months 11 per cent; six-dine months 11 per cent; withdrawn for cash 5 per cent.

fears that the Chancellor's ingly good performance by forecast, at the time of the Budget, of a £14.5bn current account deficit for the year could prove much too optimis-

Volume remained thin, with June delivery closing at 87.05, compared with 87.14 on Wednesday, and slightly above the day's low of 87.03.

After Wednesday's surpris-LIFFE US THEASURY BOND FUTURES OPTIONS

LIFFE EURODOLLAR OFTENS Elements of 100%

Jon 7.95 4.25 8.10 12.00 16.50 14.30 20.42 1.65 1.60 2.20 0.75 235 135 170 535 445 920 10.40 13.70

High 90,77 90,65 90,57

10s 90.75 90.65 90.56

1842 89.20 89.30 89.34 89.97 90.09 90.09

short sterling the predominant view yesterday was that the

risks of a weakening of the

pound have increased signifi-cantly. Under the circum-stances sentiment turned

against sterling instruments.

Long gilt futures for June

delivery opened at 97-09, which was almost the day's high, and

fell to 96-24, against 97-07 previ-

ously.

High Low Pres. 0.6128 0.6122 0.6117 0.6192 0.6190 0.6184 0.6260 0.6253

May 89 17.50 13.50 5.70 3.10 1.70 88 8 8 17 143 77 2 366370147666 - 27 (F) 275 F) 275 F) 286 F) 286 F) 225 F F F F F 8.50 3.60 2.30 1.60 4.30 7.0 1.60 0.60 1.40 3 5.40 8.50 13

			<u></u>	<u></u>			122	1 11 252,000
		Apr	r. 8 9	Jo.	1. 89	. 00	L 89	
ABN C ABN P	F1 45 F1 45	10 72 40 220	0.10 3.70 0.90 b	61 31, 21 4767 666 42, 206 15 90 28 20 28	0.70	110	1.10 5.50 3.90	FI 41.40
Aegon C	55885055558888888888888888888888888888	40	0.90 b	22	4.50 2.50	48	3.90	1 605
Abold C Abold P	F) 100	1 -) <u> </u>	<u>- 21</u>	3:30	1 49 16 8 6	ĺ	FI 102.40
Aken C Aken P	FI 150	562 186	2.80 6	1779	14.70	177	2 8	
Amer C Amer P	FI 55	4		666	1.10	1 3	8.50 1.80 3.30	F 51.10
Amro C	F1 80	96	0.80 b	206	وحا	36	3.30	
ATHE P BUHRMANN-TC	F180	驥	1.90 5.30 a 2.80) <u> </u>	120	Ī	1.3	FI 51.10 FI 51.10 FI 51.20 FI 81.20 FI 65.20 FI 121.10 FI 121.10
N.V. DSM C N.V. DSM P	Fi 120	20	280	%	5.50	10	5.70	E 127.10
Elsenier C	FI 120	96 153 252 263 263 263 263	1.80	₂ ≩	240 a	10	4.20	Fi 121.10
Elsevier P Gist-Broc, C	Fi 65	_	!	(甄	9.70 3.10 4.70 8.40 a 1.10 2.50 3 1.20 6.30 5.50 2.40 a 2.50 3 a 1.10 b	187	3.70 2	FI 121.10 FI 65 FI 65 FI 37.10 FI 147.30 FI 147.30 FI 91.10 FI 91.10 FI 91.10
Gist-Aroc P	FI 40	35 146	0.30	16	4.40	187		F 37.10
Heineken G Heineken P	F) 170		:	i -	1 = 1	126	Z	F 147.30
Hoogovens C	F190	2119	0.50 3.30 0.60	1195	5.50	82	420	FI 91.10
Hoogovers C Hoogovers P KLM C KLM P	F140	2119 655 17	4	鍴	3.30 5.40	82 5 420	420	F 43.66
KLM P KNP C	El 45	719	3.50	33	240 6	24	[-]	F 63.66
KNPP	F145		1	谣	0.86	-	5.20	FI 53.40
NEDLLOYD C	FI 330 FI 310	307 123 314	11.80	25	23.50 a	i <u>=</u>	1 1	FI 333.50
HEDLLOYD P Nat. Ned. C Nat. Ned. P	F165	314	0.90	692	2.20	뱿	1.3	F 63.70
Philips C	FI 330 FI 310 FI 65 FI 60 FI 40	278	0.50	1111	150	搅	(3%)	F1 63.70 F1 39.76
Philips P Royal Dutch C	FI 40 FI 130 FI 130 FI 130 FI 130 FI 40	50 278 141 403 109 145	0.90 0.60 0.50 2.80 b 3.50	1195 215 33 1185 40 20 1183 2195 2195 2195 2195 2195 2195 2195 2195	5.50 1.30 5.40 b 4.30 0.80 23.50 a 1.70 1.50 4.80 b 4.40	3 117 22 178 39 49 112 5	16 3 2.50 2.30 3.60 b 6.50 6.50	F 45.60 F 53.40 F 53.40 F 53.50 F 33.50 F 33.50 F 33.70 F 33.70 F 122.30 F 132.60 F 130.60 F 143.60
Royal Outch P	F 130	326	<u> </u>	257	4.60	112	6.56	6 132.36
Uniteer C Uniteer P Van Oomeren C	Fi 130	145	150 150 429	13	1.40 5 5 a	-	- 4	F 130.60
Van Ospineres C	티숖	62	4.20	63	Şa	255	5.80	FI 43.90

TOTAL VOLUME IN CONTRACTS: 44,814 C-Call

BASE LENDING RATES

Adam & Company

Adam & Company

Ada - Allied Arah Bk

Allied Irish Basik

Henry Austraches

Aliz Banking Group Comm. St. H. East... Co-operative Bank Contro & Communication Contro & Communication Communicatio ciates Cap Corp Roxborghe G'ranter ____ Royal Bix of Scotland ____ Royal Trest Bank _____ Assessing Copy of Authority Bank B & C Merchant Bank... Bank of Baroda Banco Bilbao Vizzapa Bank Hapoalim Financial & Gen. Bank ... First Nathonal Bank Pic. TSB United Blk of Knowst United Mizratel Bank United Mizratel Bank United Mizratel Bank Bank of Cypres . Bank of Incland . O Grinnes Make Bank of India Bank of Scotland Bangue Belge Ltd Bandays Bank Bencimark Bank PLC Heritable & Gen law Book • Hill Sarand C. Hoare & Co. Reviser Bank AG Hangkory & Shangh & Leopata Joseph & Sans ... Brit Sk of Mid East Monters of British Merchant Banking & Securities Houses Association, Deposit new 5.22% Saverrise 8.47%. Top Tier-£10,000+ Instant access Brown Shipley
Business Mige Tst
CL Bank Nederland
Central Capital Lioyis Rask Heghraj Bask Lid McDonnell Dooglas Bak Midland Bask Hartigage Express Ltd. 413.95 11.72% 4 Mortgage lace rate. 5
Nozat Baing Corp. 13 Demand deposit 8%. Martgage
Rat Bit of Romat. 13 13.425% - 14 core.

CROSSWORD No.6,897 Set by FETTLER

9 Skims about and enlarges the hole (6)

10 Disagreeing about name?

Lot might be appropriate (8)

12 And German bride traded

for less than her hand was worth (8)

13 Behind the ship, as seahird might be (6)

15 Support, falling to the SE (4)

16 One believes in such investments (45)

ments (4.5)

19 Those after prizes maybe bag watches (3-7)

20 Rubbish, rising to the SE (4)

23 Twist such as violer played

(6) 25 Thus to burn the bun's a disaster (8) 27 Eastern traders, possibly Goan, have taken me on board (8) 28 Stone bridge shows rigidity

25 See tanner (8)
30 Equity obtained on the q.t.
- Mars perhaps? (6)
DOWN
name, rotter

I Without a pause, rotten cucumbers collapse (7) 2 Having negative credit drove busted Arab back to the FT (9)

3 Mark 1 upper-class turnout for Indian miss (6) 5 A fixer used by snobs (4)

6 Awful misery, as undertaker

often is (6) Old Scots exempt English

7 Old Scots exempt Engine taking over part (5) 8 Note keeps sounding: bring-ing news? (7) 11 Tridying improved deport-ment (7) 14 Cat's sign of pleasure – its back arting as a footrest (7) 17 Hesitate with "ar"—and so does with "ar"—and

so does such a one (9)

18 As summer is in the country, tree mann spread (8)

18 What is gained from profes-

sionel matches? (7) 21 Parasites left mouldy chees (7)
22 Tar irritant that's a com-

plaint (1.5) 24 Ten dine, playing footsie possibly (5) 26 One hired shortly in com-

merce (4). Solution to Puzzle No.6,896 TIPSTAVES MOMER
WE HE HE HE LA E
EERLE RIEUMARKE
E I D N C E G I
DISBELLEVE SHED
R A E E E
SWIFTER EURGEON SUMBLE SUBJECT STREET S

JOTTER PAD

Notice of Modification of Warrants

Sumitomo Bakelite Company Limited

(4) 等等 (4) (2) (2) (4) (4) (4) (4)

Warrants to subscribe for shares of common stock of Sumitomo Bakelite Company Limited

in conjunction with :

U.S.\$150,000,000

4%% Guaranteed Bonds 1993

Notice is hereby given, in accordance with the Instrument by way. of deed poll dated 15th June, 1988 and executed by Sumitomo Bakelite Company Limited (the "Company") in connection with its issue of beater warrants (the "Warrants") to subscribe up to Yen 18,945,000,000 for shares of common stock of the Company, that effective from 1st January, 1989 the Dividend Accural Period defined in Condition 4 of the Terms and Conditions of the Warrants shall mean the three month period from 1st January, 1989 ending on 31st March, 1989 and thereafter each six month period ending on 30th September or 31st March in each year.

This modification is made consequent to a resolution dated 30th March, 1989 of the general meeting of the shareholders of the Company changing the fiscal year of the Company. Shares issued upon exercise of any Warrant during the period

from 1st January, 1989 to 31st March, 1989 shall emittle the holders thereof to participate in full in any dividend on the Shares with respect to the entire three month Dividend Accrual Period from 1st January, 1989 to 31st March, 1989, in accordance with Condition 4 of the Terms and Conditions of the Warrents. The Principal Paying Agent has made a determination in

accordance with the Instrument that this modification is not materially prejudicial to the interests of the holder of the Warrants. Sumitomo Bakelite Company Limited

By: The Sumitomo Trust and Banking Co., Ltd. as Principal Paying Agent Dated: 31st March, 1989



REPUBLIC OF FINLAND

U.S.\$100,000,000 Floating Rate Notes Due 1990 Notice is hereby given that the interest payable on th

March 31, 1989, London By Gilbank, N.A. (CSSI Dept.), Agent Bank CITIBANC

NETWORK

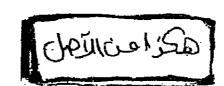
The state of the s

EQUIPMENT TECHNOLOGIES N.E.T. open new European Headquarters.

N.E.T. have recently opened their European support office in Crawley, close to London's Gatwick Airport. The centre provides Sales and Technical Support, with an emphasis on training and systems integration services. This heralds the European faunch of the organisation which has manufactured, built and supported the communications network of the top American and Multinational companies. It will enhance support for the worldwide intelligent private networks based upon the industry leading IDNX range of Transmission Resource Managers (TRM).

For further information: Julia Harrison Natwork Equipment Technologies Unit 8, Marior Court Manor Royal, Crawley Fil-10 2PY Telephone: 0283 652631

الأصر الأصل



12 FREE ISSUES



Glose Pron Quote Cice 484 - 1 27 44 - 1 524 + 1 115 + 1 261 10 381 - 1 381 - 1

2pm prices March 30

PERSONAL PROPERTY OF THE PROPE 231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.55
231 Charte 1.57
231 Charte 1.5

 $oldsymbol{u}_{i}$. The state of the stat \$\text{\$\frac{1}{2}\frac{1}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{1}{2}\frac{

| Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soliton | Soli

如果的下面在他也可以被各种的原因的,这种对于可能是有其实的现在的现在分词是不是有这种的。

| Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Professor | Prof | Tilly blooder | 2.05 | 14. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 15. | 2

| Second | December | Second | December | De 27 - Pottler 1.45

55 - Pottler 1.50

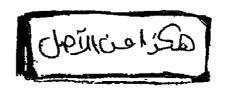
55 - Pottler 不是是一个,这个人的,我们就是一个人的,我们就是一个人的人,我们就是一个人的人的,我们的人的人,我们的人的人的人的人的人,我们的人的人的人的人,我们也是这种的人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人的人的人,我们也不是一个人的人的人的人的人的人的人的人,我们也没有一个人的人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人的人,我们也没有一个人的人,我们也没有一个人的人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人的人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,我们也没有一个人,

Microwave Overs user Easy to user Reasonable

t or s s s T e n i c

العدام الأعل

12 Month 19th Low Stock Dr. Vid. E 1004050 Low Continued from previous Page



| Second | Company | Compa

Shades Display
CEM s

NYSE COMPOSITE PRICES

RISW Ragen .12
Ransbg RaCap
Reddel .32
Reddel .33
Roddel .35
Scheb .35
Talper .32
Talper .3

.12 .32a 1.82 .36 .50 .10j .20

73g - 1g 205g + 1g 21 + 1g 10 - 1g 134g - 1g 225g + 1g 22 - 1g

132 — 12 2712 — 12 415 — 15

29 -84 + 2114 -112 -47 -

AMEX COMPOSITE PRICES

34-5 25-5 USACar 1
91, 8 USACar 1
401, 221, USUFE 1.36
91, 8 1, USAC 1
201, 172, USAC 1.300
247, 255-5 VF Cp ... 8
147, 8 Vein .20e

27 13 685 284 384 28 1.4 20 59 144 135 134 - 4

Book Lawrence Lines Lawrence L

Close Ch 44 h 2 h 19 h 14 h — h 5 h — h 11 h — h 11 h = h 14 h

61g + 1g 21 g + 1g 22 g + 1g 117g - 1g 117g - 1g 125g - 1g 121g + 1g 73g

44¹/₂ 2²/₈ 19¹/₄ 14¹/₈ 5¹/₂ 12 9-16 14

| N | Size | Day | Color | Col ATTE 2200 AT F2220 AT Sinces
Look
Look
Look
CraCP
CarCP
Ca .16 2.84 .10

Stock Dis.E
Stock Dis.E
ATTE
ATT F62 23e
AttExp
Att

Enjoy reading your complimentary copy of the Financial Times when you're staying . . . hotel Diplomat, Grand Hotel, Lady Hamilton Hotel, Hotel Reisen, Hotel Sergel Plaza, Star Hotel, Strand Hotel, Royal Viking Hotel in Gothenhurg at the Hotel Gothia, Park Avenue. . . . in Malmo at the Garden Hotel FINANCIAL TIMES

Europe's Business Newspaper

Travelling on Business?

Travelling by air on business. . . . Amsterdam with British Midland, Canadian Pacific Air. KLM. FINANCIAL TIMES

Travelling on Business? Enjoy reading your complimentary copy of the Financial Times when you're staying . . .

in Madrid at the Holiday Ian. Hotel Miguel Angel, Hotel Palace, Hotel Princesa Plaza, Hotel Ritz, Hotel Villa Magna ...in Barcelona at the Hotel Calderon, Hotel Diplomatic, Hotel Majestic, Gran Hotel Sarria

FINANCIAL TIMES

Europe's Business Newspaper

OVER-THE-COUNTER | Sheek | Dim. | Sheek | Maghe | Law | Sheek | Dim. | Sheek | Maghe | Law | Sheek | Dim. | Sheek | Maghe | Law | Sheek | Maghe | Second | S Binetic Division Divi Smeak Ole.
Linctil 146
Linctil 146
Linctil 146
Linctil 146
Linctil 147
Linctil .02 2.05 .02 .745 1.56 Constitution of the consti Walters
WmorC
Waston
Watton
Watton
Watton
Watton
Watton
Watton
Watton
Withelm
Withelm
Withlem
234 + 1 194 + 1 224 - 1 513-32 - 1-32 14 - 1 51 + 2 171 51 - 1 23 154 + 1 144 + 1

Travelling: by air on business? Air Canada, American Airlines, Crossair, British Auways, British Caledonian, Lufthansa, El Al, Swissair, TWA Aerolineas Argentinas, Dan Air, Jet Avution, Crossair, El Al, Pan-Am, SAA, Swessiir, TAP Air Portugal, TWA, Delta . . . Basel with viation, Crossair . . . Bern · Lugano with **FINANCIAL TIMES** Have your

F.T. hand delivered . . . at no extra charge, if you work in the business centres of Lisboa & **Porto** Lisboa 887844 And ask Roberto Alves

FINANCIAL TIMES

for details.

CONTROL 1.00
CONTR

.15 .44 .20 .50 .16

Hermiter 30 Hermiter 140 Hermit

Dollar decline brings run of Dow gains to a halt

A SMALL decline in the dollar and a reaction to three daily gains this week sent stocks modestly lower yesterday, writes Janet Bush in New York. At 1 pm, the Dow Jones

Industrial Average was quoted 2.01 points lower at 2,279.51 on very low volume of 69m shares. In spite of its run of gains this week, volume has been light, with activity concentrated in stocks attracting takeover speculation or involved in bids or merger plans. Volume has also been boosted by active programmed stock index arbitrage trading, reflecting some volatility in the

futures market.
There has been some support the market from increased bid activity and from some end-of-quarter buying, but interest has not been broadly based. The highest daily vol-

which have suggested that sectors of the economy are slowing. February leading indicators dropped 0.3 per cent, new single family home sales fell 9.4 per cant and factory orders declined by 2.3 per cent in figures reported yesterday - a

larger drop than expected.

These releases have ensured a positive undertone in both stocks and bonds, but have not been nearly as important an influence on either market as the dollar. In spite of the larger-than-expected decline in factory orders, the trend for both stocks and bonds yesterday was downwards, because the dollar was trading off its highs. Higher crude oil prices were

also a drag.
At midsession, the US currency was quoted at Y132.75 compared with an earlier high of Y133.28, partly reflecting a remark by a senior official of the Bank of Japan who expressed concern about the high level of the dollar. The US 1 uesday and that was only 146.4m shares.

There have been a number of economic releases this week compared with an earlier land.

There are several reasons for the equity market to turn cautious. First, the lack of broad demand and volume is a warning signal. Second, the positive influence of the end of the quarter and the beginning of the Japanese fiscal year, which has apparently prompted a resurgence in inflows from Tokyo into US markets, will probably start to fade.

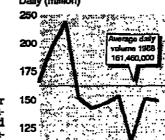
Third, the Group of Seven meets in Washington next week and, although little substantial news is expected, mar-kets will be on the defensive. Fourth, there is a fundamen-tal concern that, although the economy may indeed be slowing, inflation is already built into the system and markets could find themselves staring at an economic slowdown

accompanied by higher inflation later this year.

Among featured stocks was
Genentech, which fell \$1% to \$17% after a New Zealand report found that its new drug for dissolving blood clots in heart attack victims was no

more effective than an already

NYSE volume Daily (million)



100 15 16 17 20 21 22 23 27 26 29 30 March 1989

established drug marketed by SmithKline Beckman. Smith-Kline added \$% to \$55%. Sears, Roebuck added \$% to \$43% after the retailer announced a management reorganisation and the elimina-

tion of 800 jobs. Sun State Saving & Loan dropped \$2% in over-the-counter trading to

Canada

FEARS of higher inflation and tighter credit left Toronto mixed at midday in dull trading. Gold shares recovered some of the ground lost

The composite index fell 7.3 to 3,553.6. Turnover remained thin with 9.2m shares traded.

Oslo's bourse scales further peaks

Karen Fossli on the latest tax relief and equity investment plans

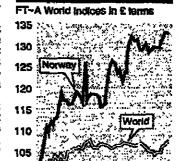
that Norwegian brokers want to think about as they sit snugly in their winter cabins during the traditional two-week skiing holiday is yet another report on the possible liberalisation of Norway's capital markets.

Away from Oslo, they have left a stock market which has risen by 30 per cent this year, making it the world's best performer in the FT-Actuaries World Indices. The local allshare index yesterday hit an all-time high of 443.34, compared with the previous record 442.44 on September 21 1987. Further gains could lie in store. Increased tax relief obtained through equity investments and a higher celling on insurance and pension fund investments in shares are both recent proposals that could boost liquidity and Oslo stock prices if implemented. At the very least they should improve sentiment towards the small Scandinavian bourse.

The Bergo Committee - an ad hoc group appointed last October by the minority Labour Government to identify measures that would encour age the supply of venture capital to companies - has delivered part two of its report. Part one was published last November and inspired the Government to suspend, for at least one year, a 1 per cent turnover tax on equity dealings. This will be reviewed in

November. The second part of the report recommends extending tax relief for savings put into 110 equity investment from NKr3,000 (\$473) to NKr5,000 for individual investors and from NKr6,000 to NKr10,000 for married couples. It says insurance companies' limit on equity investments should be raise to 25 per cent of their total capital from 12 per cent, while commercial and savings banks' limits should rise to 4 per cent from 2 per cent. An increased limit on investment by pension funds was also recommended. although no ceiling was stipulated. They can currently invest up to 20 per cent of their

total capital. The suggestions have received a warm reception from brokers, who believe they will have a psychological effect on the market. On the whole, the proposals are seen as largely symbolic and, in some



cases, not necessary.

The main problem is the low level of long-term investment. Bourse officials have welcomed the proposals as a step in the right direction but feel they will not have a great effect on market liquidity.
One official said: "The incen-

95

Jan 1989 Mar

tives for private investors are positive, but they (private investors) don't have a long tradition as investors and any increases in their investments won't have that much of an impact on the market. As for the possibility for the insur-

ing they took in the 1987 crash Some brokers believe, how ever, that the proposals offer; window of opportunity for for eigners – before Norwegian wake up to the committee'; suggestions. With domestic investors on holiday, some analysts are recommending that overseas investors buy into Norway before prices are driven up by local enthusiasm.
At least two UK unit trusts,
Fidelity and GT Management,
have boosted the Norwegian weighting in their European portfolios. According to Carne-gie International, the London-based stockbrokers, Fidelity (European Trust) has increased its Norwegian weighting to 18 per cent from 16.6 per cent at the end of January. GT's European Unit weighting has risen to 16 per cent from 12 per cent.

percentage of their equi-investments, this could thelpful, but they have yet a reach their current limit."

Insurance companies at

estimated to have between

and 3 per cent of their capit; invested in equities. Bank: meanwhile, have remaine cautious about rebuilding the

equity portfolios after the bea:

Individual investors lift Nikkei to another high

Tokyo

THE STAGGERING rise of more than 1,200 points in the past two days failed to cool investors' interest yesterday and share prices climbed to another record high, writes Michiyo Nakamoto in Tokyo. The Nikkei average suffered

a modest drop during the day but later recouped its losses to close up 88.85 at a record 32,826.13. The high for the day was 32,912.82, while the low

was 32,656,76. Advances led declines by 507 to 397, with 143 issues unchanged. Turnover, at 1.46bn shares, was modestly higher than the 1.39bn traded on Wednesday. The Topix index of all listed shares advanced 8.64 to 2,456.23 and, in London trading, the ISE/ Nīkkei 50 index added 2.53 to

Activity in Tokyo came mainly from individual inves-tors and dealers, with only sporadic participation by institutions. The impressive strength on Tuesday and Wednesday was also supported mainly by individuals and dealers, leading many analysts to question the market's ability to sustain its recent gains. "We think there is a fair bit of year-end and start-of-the-year dressing up," said Mr George Nimmo of

SBCI Securities (Asia). According to the cautious view of the market, the recent sharp rise has in part been due to a shortage of stock available to trade, as institutional investors have not been taking an active part. Even relatively small buy orders, therefore, have had a substantial effect

Once the window-dressing activity dies down, the bears say, inflation worries are bound to resurface. Negative factors, both political and economic, have not improved.

The oil price is still at a high level. The yen eased further against the dollar yesterday, and concerns over the yen's weakness led the Governor of the Bank of Japan to say that the dollar's recent rise had

gone too far, given that there had been no change in economic fundamentals. Politically, the Recruit share sale scandal remains the biggest concern, as it contains the possibility of further troubles for

the Government. The more optimistic view is that the energy that has been released into the market by individual investors will encourage institutions to join in and lead to a market supported by broader-based demand. Moreover, while the negative factors have not disappeared, neither have they

Individuals, at least, appeared to take the optimistic view. In mid-day trading, rumours spread that the Minis-try of Finance, concerned about the market's sharp rise, had asked to see the deals that brokers had done on their own accounts. The quick drop in share prices that followed was nevertheless seen as an oppor-

tunity to buy.
Chemicals were widely selected, with six companies appearing on the list of the 10 most actively traded issues. Mitsui Toatsu topped the most actives list, with 60.7m shares traded, and gained Y100 to Y1,140 Mitsubishi Petrochemical followed with 43.7m shares, rising Y130 to Y1,880. Denki Kagaku was third with 34.8m shares and advanced Y90 to Y1,050. Mitsui Petrochemical also rose Y180 to Y1,980 in active trading. Chemicals were popular as laggards that also stand to benefit from greater

infrastructural investment. Nonferrous metals were popular as inflation-hedging issues. Price rises in copper, zinc and other metals also raised investors' expectations that nonferrous metal companies would increase profits.

SOUTH AFRICA

TRADING was lacklustre after Wednesday's falls, but the steady bullion price helped gold shares off lows. Vaal Reefs firmed R1.50 to R347.50.

WEDNESDAY MARCH 29 1989

The market in Osaka enjoyed a stronger rally, with the OSE average surging 320.03

Roundup

OTHER Asia Pacific markets ended in the red, as profit-taking dominated activity. HONG KONG saw a rush of selling after the key support level of 3,000 on the Hang Seng

index was broken. The index lost 52.22 to 2,980.76 as turnover picked up slightly to HK\$1.1bn in value from Wednesday's HK\$878m. Hongkong Land was busy again, losing 20 cents to HK\$10.60.

Blue chips were depressed by profit-taking before the release of results, and Hutchi-son fell 10 cents to HK\$10.20 while Swire Pacific A was marked down 20 cents to HK\$9.90. Both companies announced improved earnings. AUSTRALIA was knocked

by the weaker gold price and by the expiry of options in leading stocks. The All Ordinaries index slipped 12.7 to 1,467.0. Total turnover was boosted by a private deal between Pivot group and Qintex Australia, in which 71m shares worth

A\$73m in Seaworld Property Trust changed hands. Among golds, North Flinder Mines fell 30 cents to A\$1.80, Niugini Mining dropped 16 cents to A\$3.80 and Whim Creek fell 11 cents to A\$2.35. SINGAPORE fell back after three consecutive rises but ended above the day's lows on

industrial index lost 3.83 to 1.190.80 and turnover fell to 82.7m shares from 94.6m on Wednesday. Singapore Land led the way lower, giving up 20 cents to \$\$10.40. Haw Par fell 12 cents

late demand. The Straits Times

Hong Leong Finance and Singapore Finance reported higher profits and proposed 12 cents to S\$3.22 while the latter was unchanged at S\$2.07. OCBC was also steady, closing at SS8.75. after news of 26 per cent higher annual profits.

Deutsche Bank results encourage Frankfurt

TRADING in Europe suffered from a lack of focus, but corpo-rate news and selective buying helped some bourses make steady gains, writes Our Mar-

FRANKFURT was dominated by better than expected results from Deutsche Bank which helped prices to rise from prebourse trading onwards. The FAZ index at midsession was up 2.98 at 552.12 and the DAX index closed 6.21 higher at 1.315.47. Turnover remained low at DM2.44bn, although the highest so far this week. Deutsche Bank closed

DM6.50 better at DM514 in the day's second most active trading after reporting a rise in group partial operating profits to DMS.1bn from DM2.78bn in 1987. Other blue chips were firm, although one analyst commented that "it would be premature to say that another rally is underway." There was still caution about the Group of Seven meeting this week-

end, and next week's Bundes-bank council meeting. Steel and engineering stocks were popular again, with Thyssen topping the actives list and rising DM3.90 to DM228. In cars, BMW powered ahead with a DM4.50 rise to DM513.50.

As a big dollar earner, it has been benefiting from the strength of the US currency. The stock has been caught in a narrow trading range for the past few months. Porsche, on the other hand, appeared to disappoint the market with its rise in interim profits, and the stock lost DM6 to DM715 in thin trading.

VIENNA rose to an all-time high as strong demand for the country's leading bank Credi-tanstalt set the bourse alight. The Vienna bourse index added 1.11 to 297.35.

Creditanstalt surged Sch230 to Sch2,470, a gain of 9.8 per cent, on healthy overseas demand, reportedly from the UK, Germany and Switzerland. The bank - which represents about 15 per cent of the bourse's total capitalisation -had underperformed for about a year and was now being rec-ommended by both domestic and foreign brokers, said one analyst. The market saw selec tive profit-taking elsewhere having outperformed most

past four weeks.
PARIS gave up all of its early gains and ended in the red as interest faltered in late trading, knocked by Wall

Street's early weakness.

Certain stocks stood out helped by healthy results and a few rumours - but the bourse ended about 0.1 per cent lower. The CAC 40 index shed 3.7 to 1,640.2 and the OMF 50 eased 0.83 to 463.44. Volume was estimated at a thin FFrl.3bn.

Matra put in the best performance, scoring a rise of 5.5 per cent — up FFr14 at FFr269 — on speculation that the electronics group would sell its loss-making football team after it was knocked out of the French national cup. The team costs Matra about FFr80m a year compared with the group's annual profits of about

Paribas, the financial issue, rose FFr13.30 to FFr474.80, reporting a 53 per cent jump in

1988 earnings, slightly better than expected. Elf Aquitaine was meanwhile marked down FFr7.50 to FFr446.50 on consideration of its FFr3bn capital raising programme which one analyst said would be slightly

dilutive.
AMSTERDAM was buoyed by selective gains as turnover picked up further to F1 640m from Wednesday's F1 502m. The CBS tendency index rose

Steelmaker Hoogovens climbed sharply after its strong results on Wednesday, adding F1 3.90, or 4.5 per cent, to F1 91.10 in high turnover of 720,000 shares worth Fi 65m. Transport stock Nedlloyd

was also a feature, climbing F1 6.30 to F1 331.50 on good volume following a court rejection of a prosecutor's case against the company's 1987 accounts, which involved a large write-off on assets. There was also continued takeover speculation surrounding the stock,

and liable to rapid moves.

Machine tool maker VMF Stork rose Fl 1 to Fl 32.10 on talk of a takeover, possibly by a West German company, while distiller Bols added Fl 3.50 to Fi 137 after its increase in profits and unexpected divi-

ZURICH was quiet with few features and the Crédit Suisse index eased 0.2 to 559.4. Brown Boveri registered shares were firm before today's results from Asea Brown Bov-

eri. They rose SFr20 to SFr645 while the bearers lost SFr15 to SFr3,180. Ascom bearers dropped SFr100 to SFr4,700 in response to news of its capital raising plans announced late on Wednesday.

MADRID firmed further, with the general index adding 0.68 to 280.93. Mapfre, the insurance group, jumped 60 points to 1,665 of par and Citroen climbed 84 to 1,300. MILAN ended unchanged in

which is fairly thinly traded fairly quiet trading, with inter est focusing on a handful of blue chips. The Comit index

was up 0.16 at 608.92. Pirelli gained L11 to L3,210 and later climbed to L3,245 on news of a \$100m cable contract from the New York Power Authority. Fiat was fixed little changed but rose L40 to L9,420 after hours, while insurer Ras, which has performed dully in recent weeks, gained L810 to L31,800 before easing back

slightly after hours.
STOCKHOLM benefited from high expectations from Asea Brown Boveri's results today. and gained ground, with the Affarsvärlden index up 1.5 at 1,130.9. ABB free B shares rose SKr3 to SKr458.

BRUSSELS was helped higher by continued interest in steelmaker Arbed, which put on another BFr130 to BFr5,688.37, with buying inspired by news of good results from Hoogovens of

NOTICE OF REDEMPTION

To the Holders of

UNITED KINGDOM

Fifteen Year 8%% Bonds Due 1993

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of May 1, 1978 and the Terms and Conditions of the Bonds, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected \$3,918,000 principal amount of the 8%% Bonds due 1993, for redemption on May 1, 1989 for the mandatory Staking Fund at 100% of the principal amount thereof plus accrued interest to the redemption date as follows:

OUTSTANDING BEARER BONDS OF \$5,000 CALLED IN FULL EACH BEARING THE FOLLOWING DISTINCTIVE NUMBERS: 3860 14309

15698

OUTSTANDING REGISTERED BONDS CALLED IN FULL OR PART AS STATED EACH BEARING THE FOLLOWING DISTINCTIVE NUMBERS: 12610 12612 12615 12617 12622 12624 12626 12632 2,000 1,000 25,000 2,000 1,000 1,000 6,000 2,000 1,000 12572 12576 12577 12578

Payment will be made on May 1, 1989 for the bearer Bonds selected for redemption upon presentation and surrender of said Bonds with coupons due November 1, 1989 and subsequent coupons attached at the main offices of the Fiscal Agent in London and Brossels and the Bank of

coupons attached at the main offices of the Fiscal Agent in London and Brussels and the Bank of England in London. No payment on any bearer Bond will be made at the Corporate Trust Office of the Fiscal Agent or any Paying Agent in the United States, nor, except as otherwise permitted by U.S. Treasury Regulations without adverse tax consequences, will any payment be made by transfer to an account maintained by the payee in, or by mail to an address in, the United States. Coupons due May 1, 1989 should be detached and collected in the usual manner.

Payment will be made on May 1, 1989 for the portion of the registered Bonds selected for redemption upon presentation and surrender of said Bonds at the Corporate Trust Office of the Fiscal Agent, 30 West Broadway, New York, New York 10015 or at the above-mentioned offices. The holder of a registered Bond, a portion of which has been selected for redemption, shall upon surrender thereof receive, without charge, a new Bond or Bonds, in aggregate principal amount equal to the portion thereof not selected for redemption. Payment of registered interest due May 1, 1989 will be made to the registered holders by check in the usual manner.

On and after May 1, 1989 interest shall cease to accrue on the Bonds or portions thereof herein designated for redemption.

consider may 1. 1700 interest states and control of the United States will be made by check drawn on, or transfer to a United States dollar account with, a bank in the Borough of Manhattan, City and State of New York. Any payment made by transfer to an account maintained by the payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person or an executed IRS Form W-9, certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on Internal Revenue Service Form W-9 appropriate certification when presenting your securities for payment.

It is suggested that each holder consult his own tax advisor concerning his particular tax situation.

THE LORDS COMMISSIONERS OF HER MAJESTY'S TREASURY

Dated: March 31, 1989

The following Bonds each bearing the following distinctive numbers previously called for redemption have not as yet been presented for payment:

Namber 566 3869 4236 4238 4242 4251	Principal Amount to be Redermed 6 5,000 5,000 25,000 25,000 25,000 5,000	Number 4270 4556 4557 4559 8167 12210	Principal America to be Bulanced \$5,000 5,000 5,000 5,000 17,000	Number 12455 12465 12485 12501 12510 12517	Principal Amount to be Bedevased \$13,000 3,000 1,000 11,000 5,000	Number 12519 14250 14826	Principal Amount to be Redecused \$95,000 5,000 5,000
---	--	---	--	--	---	-----------------------------------	--

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

									1		
Figures in parentheses	US .	Day's	Pound	Local	Gross	ปร	Pound	Local			Year
show number of stocks	Dollar	Change	Sterling	Currency	Div.	Dollar	Sterling	Currency	1988/89	1988/89	ago
per grouping	Index	7 %	Index	Index	Yield	Index	Index	Index	High	Low	(approx)
Australia (89)	135.84	-1.3	119.13	111.13	4.98	137.60	120.82	111.63	157.12	91.16	115.78
Austria (18),	107.36	-0.5	94.15	105.44	2.39	107.90	94.74	105.59	107.94	83.72	91.07
Belglum (63)	128.60	+0.1	112.78	126,22	4.13	128.52	112.85	125.67	139.89	99.14	135.08
Canada (125)	133.25	+0.0	116.86	115.40	3,32	1,33.28	117.03	115,24	137.27	107.06	121.89
Denmark (39)		+1.2	148.20	169.38	1.86	167.01	146.64	167.92	180.38 i	111.42	119.69
Finland (26)	147.23	+1.4	129.13	131.45	1.39	145.20	127.49	129.29	147.24	106.78	126.26
France (130)	115.39	+0.6	101.20	115.57	2,84	114.75	100.75	115.20	119.98	72.77	82.56
West Germany (102)	82.20	+0.5	72.09	80.83	2.35	81.77	71.80	80.58	90.40	67.78	78.11
Hong Kong (44)	128.51	-0.1	112.71	128.51	3.81	128.64	112.95	128.60	133.77	84.90	99.33
Ireland (17)	139.81	-0.3	122.61	139.64	3.65	140.22	323.12	139.98	146.46	104.60	122.68
ftaly (98)		+0.7	71.42	84.39	2.40	80.89	71.03	83.85	86.88	62.99	77.95
Japan (456)		+1.3	163.83	156,88	0.48	184.38	161.89	155.07	200.11	133.61	172.19
Malaysia (36)	161.46	i –6∵i	141.60	172.00	2.70	161.66	141.95	171.84	161.88	107.83	119.35
Mexico (13)		-0.1	145.33	434.65	1.18	165.87	145.64	433.97	182.24	90.07	145.55
Netherland (39)	115.66	+0.1	101.43	112.57	4,49	115.50	101.42	112.68	117.71	95,23	107.46
New Zealand (24)	70.23	-0.4	61.59	60.60	6.50	70.49	61.89	60.68	84.05	63.32	76.76
Norway (26)	172.51	+0.1	151.29	160.74	1.80	172.26	151.26	159.99	174.29	98.55	124.02
Singapore (26)	147,38	-0.1	129.25	132,85	2.05	147.50	129.51	132.65	147.64	97_32	109.54
South Africa (60)		-2.2	122.56	125.97	4.01	142.88	125.45	128.15	142.88	98.26	139.07
Spain (42)		-0.2	128.69	131.06	3.69	146.96	129.04	130.76	164.47	130.73	149.99
Sweden (35)	157.20	+0.9	137.87	149.93	2.28	155.73	136.74	148.82	158.38	96.92	117.72
Switzerland (57)	74.80	41.0	65.60	76.30	2.38	74.05	65.02	75. 94	86.75	74.05	81.46
United Kingdom (314)	146.17	+0.1	128.19	128.19	4.37	145.96	128.16	128.16	153.33	120.66	136.14
USA (568)	118.78	+0.1	104.17	118.78	3.66	118,72	104.24	118.72	121_90	99.19	105.91
Europe (1006)	117.29	+0.3	102.87	109.67	3,56	116.91	102.65	109.45	120.88	97.01	107.79
Nordic (126)	149.33	+1.0	130.97	148.00	1.99	147.86	129.83	146.74	149.38	95.22	110.83
Pacific Basin (675)	182.27	+1.2	159.85	153.59	0.70	180.10	158.13	151.94	194.72	130.81	167.11
Euro-Pacific (1681)	156.29	+0.9	137.06	136.09	1.57	154.84	135.95	134.98	164,22	120.36	143.39
North America (693)	119.55	+0.0	104.84	118.60	3.64	119.49	104.92	118.53	122.71	99.78	106.76
Europe Ex. UK (692)	99.42	+0.5	87.19	98.19	2.89	98.94	86.87	97.85	103.11	80.28	90.21
Pacific Ex. Japan (219)	127.82	-0.7	112.10	112.35	4.41	128.76	113.05	112.63	137.65	87.51	105.94
World Ex. US (1879)	155.32	+0.9	136,22	135.42	1.64	153.97	135.19	134.38	162.77	120.26	142.62
World Ex. UK (2133)	140.70	+0.7	123.39	129.95	2.04	139.75	122.71	129.16	146.04	111.77	127.71
World Ex. Sq. Af. (2387)	141.18	+0.6	123.82	129.80	2.24	140.28	123.17	129.07	146.65	113.26	128.37
World Ex. Japan (1991)	119.30	+0.1	104.62	115.64	3.64	119,19	104.65	115.55	122.37	100.00	107.45
The World Index (2447)	141.17	+0.6	123.81	129.77	2.26	140.29	123.18	129.06	146.51	113.37	128.45
Base values: Dec 31, 1986 = 100; Finland: Dec 31, 1987 = 115.037 (US \$ Index), 90.791 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 = 139.65 (US \$ Index), 114.45 (Pound Sterling) and 123.22 (Local); Nordic: Dec 30, 1988 = 139.65 (US \$ Index), 114.45 (Pound Sterling) and 123.22 (Local); Nordic: Dec 30, 1988 = 139.65 (US \$ Index), 114.45 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 = 139.65 (US \$ Index); Nordic: Dec 30, 1988 = 139.65 (US											

لكازاص اللعل